Board of Trade Journal

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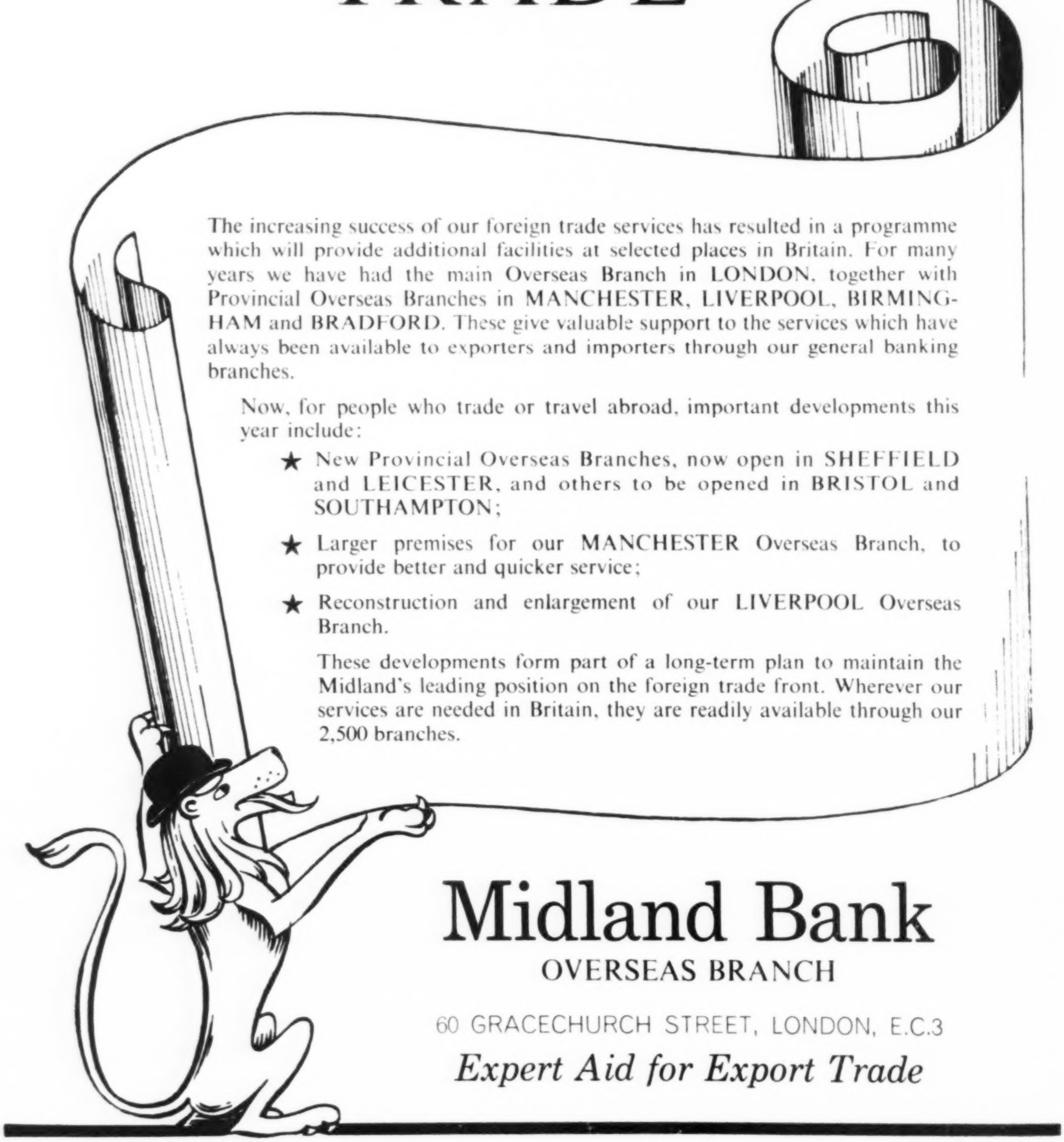
MIDLAND BANK SERVICES FOR OVERSEAS TRADE



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Now, for people who trade or travel abroad, important developments this year include:

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★ Larger premises for our MANCHESTER Overseas Branch, to provide better and quicker service;

★ Reconstruction and enlargement of our LIVERPOOL Overseas Branch.

These developments form part of a long-term plan to maintain the Midland's leading position on the foreign trade front. Wherever our services are needed in Britain, they are readily available through our 2,500 branches.

Midland Bank
OVERSEAS BRANCH
60 GRACECHURCH STREET, LONDON, E.C.3
Expert Aid for Export Trade

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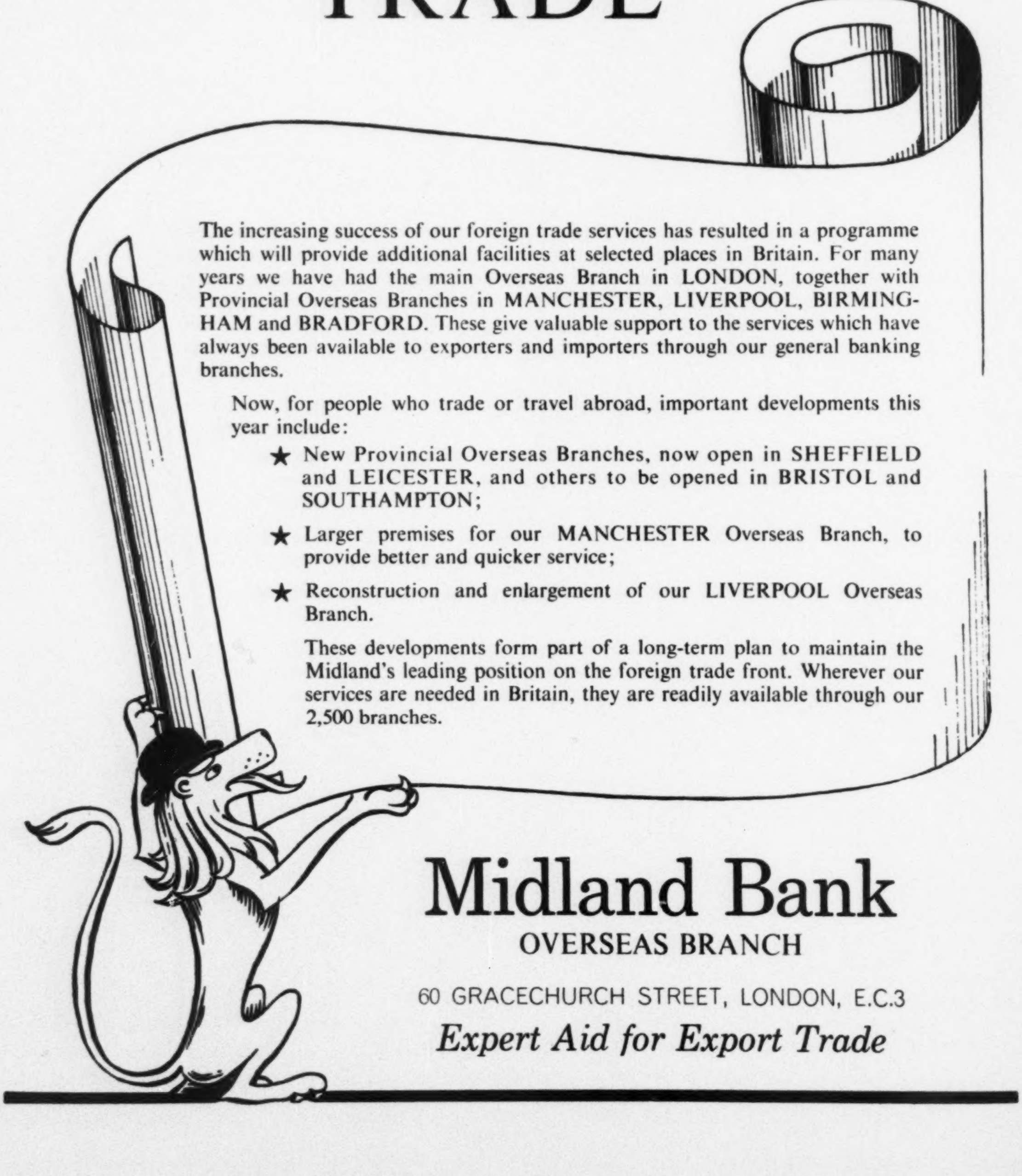

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(Continued on page 19)

LETTS BI

Several weeks have passed since these advertisements first appeared in the national press. A new selection of property advertisements has appeared since—many with the added advantages of gas central heating.

Read any good property advertisements lately?

Certain phrases are dear to estate agents' hearts—'Wood block flooring throughout,' 'glorious views over open country,' 'a wealth of oak beams'—but let us not forget that these are all valuable assets that can add many hundreds of pounds to the value of a house.

There is a phrase appearing increasingly often in the property columns today that can also make a considerable difference to the value of a house—'gas-fired central heating.' Why is this?

Over the past ten years the gas industry has made enormous strides in the field of space heating, and today gas central heating is recognised as not only the most trouble-free but also as the most fully automatic system of central heating. Gas has long been the most popular fuel for cooking and now, coupled with advances in gas water heating, more and more people are realising that gas is the best fuel for the whole heating load: space—water—cooking.

This growth in the popularity of gas comes as no surprise to people who know the gas industry. Not only has the gas heating boom been hitting the headlines. The gas industry as a whole has been laying the foundations for an exciting new era of progress by transforming the economics of gas production. The scheme to import methane from the Sahara, the national gas grid to transmit it to Area Gas Boards, the search for natural gas under the North Sea, and the revolutionary new processes that make gas from petroleum, all demonstrate the gas industry's plans to provide new and more economical ways of satisfying the increasing heat demands of our society.

In today's high speed world... the gas industry thinks of tomorrow.

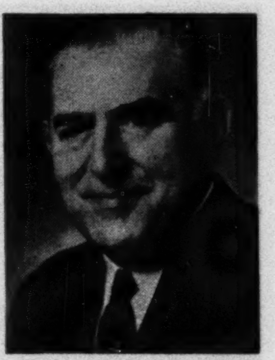
Why Britain's motor industry is a major exporter

By MR. WILLIAM SWALLOW, President of the Society of Motor Manufacturers and Traders and Chairman and Managing Director of Vauxhall Motors.

The Motor Show, Britain's world window on the newest in car production, opens at Earls Court from October 21 to 31.

The motor industry is one of the major bulwarks of the British economy, particularly in the field of exports, where its dynamic performance has been an asset to the country's balance of payments. The country's largest exporting industry, it has shown outstanding enterprise in developing its markets, and has been earning the quick return of foreign currency so vitally important to our economy.

The industry's success has not been achieved merely because the motor vehicle is in ever-increasing demand in the modern world. Wherever demand is high, and political and economic considerations are no impediment to trade, manufacturers from many countries are in competition, and it is by sheer enterprise and hard work that the British manufacturers have made their way. The key words in the motor industry of the 1960's have been modernization and expansion abroad as well as at home.



Mr. William Swallow, chairman and managing director, Vauxhall Motors.

Overseas, not only have new assembly plants been built, subsidiary companies established, and spares depots and other establishments constructed or modernized, but also essential after-sales services and distribution facilities have been extended. Manufacturing agreements with companies abroad have also in many cases strengthened the links between British manufacturers and their foreign markets.

All the major companies have been involved in this development of markets overseas, as well as innumerable smaller concerns who, often unmentioned, contribute in no small way to the overall success of the industry. BMC, who have themselves manufactured in Australia for many years, have reached agreements with foreign firms to assemble and/or manufacture their vehicles in Italy, Argentina, Spain and France. They have also further developed their already well-established assembly plants in Belgium, Holland, Eire, Portugal, Rhodesia, South Africa, New Zealand and the Philippines. Vauxhall cars and commercial vehicles are being assembled in nearly a dozen widely dispersed countries and are backed by the vast world-wide sales and service network of their parent company, General Motors. The Ford Company now has 15 assembly plants, four manufacturing plants, and 11 subsidiary companies overseas concerned with building and marketing their British products, and as a result of the forthcoming acquisition of 30 per cent of the voting shares of the Rootes Group by the Chrysler Corporation, the British company's overseas organization will be strengthened in many parts of the world.

These are just a few examples of some of the activities of British companies abroad, but they epitomize the capital and energy which the manufacturers of this country are applying to overseas markets.

Europe as a central export point

One of the central points for these various activities and installations is Europe, where there is at the present time the greatest demand for vehicles. Despite the breaking off of negotiations for Britain's entry to the Common Market, the industry has until recently been able to increase its sales to 'The Six'. In 1963 car exports to the EEC were up by 34 per cent on the previous year, and although in the first six months of this year the trend was halted, much of the decrease can be attributed to the general recession in the Italian market and to the anti-inflationary restrictive action taken by the Italian Government, bringing about a large drop in the number of all cars being registered there. Another factor to be taken into account in assessing exports to the Common Market is that figures for car exports do not include the growing overseas production of British cars. BMC production in Italy being more than 50 per cent domestic in content is of particular importance in this respect.

In EFTA countries British manufacturers have had some of their most striking successes this year. Concentration on sales and after-sales services, along with other factors, has produced an overall rise in car exports of 23 per cent in the first six months of this year compared with the corresponding period last year.

Switzerland – a member of EFTA which is situated in the midst of countries whose manufacturers are in direct competition with their British counterparts – has proved a particularly successful area, with British manufacturers becoming one of the principal suppliers of car imports. Finland has also contributed to the EFTA success story, notwithstanding the fact that so far she has declined to give duty concessions to imports of cars from EFTA countries.

Over the first six months of this year, the level of British car exports to all of Europe was 10 per cent above the comparable period of 1963.

Large increases in exports have also been achieved in the USA and South Africa. Over 54,500 cars were exported to the USA up to the end of August this year, compared with 44,500 in the same period last year, and the corresponding figures for South Africa are 48,400 as against 34,500.

Following the abolition of the temporary 10 per cent duty on car imports, the Canadian market has shown a spectacular recovery, and over 25,000 cars have been shipped there in the first eight months of this year compared with 7,900 in the same period last year.

Success in international rallies

Successes of British cars in international rallies and races have contributed to their popularity abroad, and their new designs have captured the imagination of foreign buyers. British manufacturers in fact probably gained a great advantage earlier in the year by the many attractive new models offered at a time when Continental competitors were introducing relatively few. As for the future, exports to Europe should continue to grow, although as the EEC tariff differential rises against us, this must, in the longer term, have adverse effects. In November, 1963, the Secretariat of the United Nations Economic Commission for Europe estimated that demand for new cars would double in the following six years, pointing out that although the number of cars per thousand of the population increased four-fold in Europe from 1949 to 1962, it was at that time only as high as the figure for the USA in 1923. British manufacturers see no reason to regard this estimate as an exaggeration, and are confident that, with their aggressive attitude to overseas markets, they can take a good proportion of the growing business it foresees.

In EFTA countries, particularly in Scandinavia and Switzerland,

The Motor Show invariably draws visitors not only from Britain but from all over the world, underlining the industry's considerable export performance.

there is great opportunity for further expansion. In Belgium and the Netherlands British manufacturers have recently become much more firmly established, and the signs are that the rising trend of sales there will continue. Penetration of the German market has only recently begun in earnest, and the extension of distributor and after-sales networks is starting to produce encouraging results.

Outside Europe, although competition is also likely to become more difficult – and in markets such as America, we can be sure that every move by British exporters will be countered by intense competition from the Continental producers – British manufacturers are alive to the opportunities which await them.

In underdeveloped countries, we must expect the lack of foreign exchange to continue to restrict the opportunities for expanding exports of motor vehicles, and in other areas, such as Australia, South Africa and New Zealand, the trend is for government pressure to ensure more local manufacture.

World's leading exporter

Britain has maintained her place as the world's leading exporter of commercial vehicles, no mean feat in the face of increased competition. In the first eight months of this year, exports of commercial vehicles reached the all-time record figure of nearly £86½ million, over £5 million more than in the same period of last year.

Modern emphasis in commercial vehicle design is to larger and more comfortable accommodation for the driver, with a high power/weight ratio to cater for longer and faster journeys. The new Ministry of Transport Regulations governing the weights and dimensions of commercial vehicles in Britain, reflecting these trends, are helpful to the industry in bringing specifications for vehicles for the home market more into line with those for export. This should lead to more concentrated and economical production of trucks, buses and vans and make them even more competitive in overseas markets.

British manufacturers of accessories and components are also developing foreign markets to an increasing extent. Many new subsidiary companies have been established abroad, and many firms have had much success – generally unheralded – in the export of initial equipment. Most cars in Europe today, in fact, incorporate accessories and parts from this country.

One of the difficulties facing all exporters – that of transport – should be considerably lessened when plans for a channel tunnel come to fruition. A direct link with the Continent should cut transport costs and help the competitiveness, not only of major manufacturers but also of smaller concerns.

The whole subject of transport has recently been receiving a great deal of attention, and last November's transport conference, held by the Export Council for Europe, produced many important and encouraging ideas on the subject, and these should in time lead to more efficient use of ports and air facilities.

When the National Economic Development Council published its first report in the early months of 1963, it recommended a growth rate of four per cent for the British economy. To support this, it estimated that a rise in exports of five per cent was required.

The motor industry's contribution has been a rise of 11 per cent in total exports in the first six months of this year compared with the same period last year. Even taking into consideration the normal seasonal decline there is no doubt that the industry's contribution at the end of the year will be far ahead of the Council's guiding figure.

These rewarding activities abroad have been based upon expansion and a sound policy at home. All the major manufacturers have been increasing output, many of them building new factories in areas of under-employment. Jobs for thousands of men have been provided by these factories, especially in South Wales, Merseyside and Clydeside, where the decline of local industries such as shipbuilding and coal-mining had led to many problems. The decisions to expand in these areas were taken as a direct result of the Local Employment Acts of 1960 and 1963.

At Halewood, a £40 million industrial project of the Ford Company now employs 10,000 people and will soon provide work for 12,000. Vauxhall's new plants for the manufacture of cars and components at Ellesmere Port will employ 7,000 local workers by 1967 and have already absorbed more than 4,000 Merseyside men. BMC, with new plants in the Glasgow-Edinburgh area and South Wales and expansion of their existing factories, are now within sight of the target of producing one million vehicles a year, half of which will be for export.

The labour force at the Rootes plant at Linwood, Scotland, has doubled since its 1963 opening and production has reached more than 75 per cent of the target figure of 3,000 units per week. A new Rover factory which was officially opened in South Wales in mid-1963 has been working at full capacity for well over 12 months. It includes the Parts Department, formerly at Solihull, near Birmingham.

These huge undertakings have not been achieved without problems and sacrifice on the part of the companies involved. The training of unskilled local labour, the additional costs of duplicated plant and administration, the difficulty of preventing the interruption of production programmes, and most of all the transport costs to and from the parent plant, have been some of the burdens arising from dispersal.

However, the industry believes that it has contributed to greater prosperity for the regions concerned, including the attraction of ancillary industries, and has helped to bring about a balanced growth in the country's economy as a whole.

Technological progress

Technological progress has been advancing apace and has been speedily incorporated into the production shops. The ACV group, including AEC and other associated companies, for example, is to have a new Data Processing Centre, which will start operating in January, 1965. It will co-ordinate the activities of all companies within the Group, resulting in increased efficiency and the reduction of the Company's handling and storage problems. In the meantime, increased automation and new techniques have pushed up output.

Leyland are spending about £1 million on new machine tools for vehicle production to be installed in existing plants. At Luton, Vauxhall have built a £2½ million engineering centre, with the most modern equipment and facilities which will bring together all the styling and engineering staffs for cars and commercial vehicles.

BMC, who have already centralized their engineering and development divisions at Birmingham, are now building a new Central Parts Division near Oxford co-ordinated with the producing factories and the channels of supply by computer.

Work has started on a new Engineering, Research and Styling Centre for Ford at Basildon New Town. This project, which will have cost £10½ million when completed in 1966, will be the largest and most modern engineering unit in Europe, and will bring together facilities which are at present housed in 10 widely dispersed areas.

In establishing these facilities British manufacturers are ensuring that their industry will be to the fore in all new developments and well able to meet world competition in the future.

Increased attention is also being paid to the training of employees. Twelve months before Ford's new Halewood plant was ready to begin work, a special training section was opened to improve skills in the area. Other manufacturers have adopted the same enlightened attitude to training, especially when introducing a motor vehicle factory to an area with no previous experience of the industry. Apprentice schemes, sales courses, and technical instruction have rapidly increased. Leyland have launched a £250,000 comprehensive scheme covering every aspect of technical and business training and catering for all young men, from apprentices to university graduates.

Several firms also have schemes for training agents and technical representatives from overseas, in order to be certain of good service facilities for their vehicles abroad, and BMC travelling service schools, now covering all important world markets, take this training to the territories themselves.

In all these aspects the entrepreneurs of the British motor industry are proving that they are well aware of all the factors that are essential to the success of a highly competitive industry in the modern world.

The results of this efficiency and foresight are the best evidence of their success. In the first six months of this year the value of cars, commercial vehicles and components delivered by makers of complete vehicles, was 21 per cent higher than during the same period last year, and although this upsurge of trade on the home market may partly have resulted from the Purchase Tax cut late in 1962, the great increase cannot be credited only to a transient rise in demand.

The long term factors at home, together with the prospects abroad, will provide a new challenge to this vigorous industry, but one which it will be well able to meet.

RECEPTION FOR US TRADE MISSION

Mr. J. Leckie, Second Secretary to the Board of Trade (left), is seen here with Mr. W. P. Gullander, President of the National Association of Manufacturers of the United States during a reception given to NAM delegates at Lancaster House on October 5. The Government were hosts on this occasion to the delegation of 75 United States businessmen who are now visiting Europe on a two-way trade expansion mission.

GATT Trade Centre in Geneva

THE HEAD OF the new GATT International Trade Centre in Geneva is Mr. Herbert L. Jacobson of the United States.

The new trade centre will help less-developed countries to expand their export trade by providing trade information and trade promotion advisory services, initially through a documents centre and a clearing-house for trade information. In addition to this basic objective, it will provide training facilities in export promotion, compile a register of sources of trade information, and produce a comprehensive trade news bulletin, the first issue of which will appear in the near future.

Firm's £7m expansion plans at Newbridge, Midlothian

THE NORTH BRITISH Rubber Company have announced a £7 million new tyre factory and modernization programme to be located on a new 100 acre site at Newbridge, Midlothian, just seven miles west of the company's Edinburgh factory. The choice of site was influenced by the excellent labour relationships which the company enjoys in the Edinburgh area. The 100 acre site at Newbridge is within 3½ miles of the Forth Road Bridge.

Making the announcement, Mr. E. A. Martin, managing director, said the programme would be developed in two phases. The first phase would be a new factory for the manufacture of tyres, more than doubling the present output and incorporating the most advanced manufacturing techniques; simultaneously would be built a factory for the primary processing of the company's Royalite thermoplastic. Both factories would be in production in 1966.

The second phase would involve further factory buildings at Newbridge for the manufacture of thermoplastic and industrial rubber products, such as timing belts, elevator belting, foam products, spread products, solid and insertion sheet. The company's administrative offices would be transferred to the Newbridge site during the second phase of expansion.

The growing demand for the products of North British Rubber has necessitated this programme of modernization and expansion which will be an invaluable contribution to Scotland's economy. Here is an example of a Scottish company, long established in the rubber industry and now pursuing a policy of diversification, bringing to the development area of Central Scotland a key industry of tremendous potential in the field of rubber and plastics with wide consumer and industrial ramifications.

Swiss industry visits Cumbernauld

A PARTY of six Swiss industrialists arrived in Scotland on October 8 to see for themselves the opportunities for industrial expansion now available at Cumbernauld new town, near Glasgow. This visit is a sequel to one made earlier this year to Switzerland by the chairman of Cumbernauld Development Corporation, General Sir Gordon MacMillan, and Mr. G. R. B. MacGill, the general manager. During their visit the General and Mr. MacGill met a number of leaders of Swiss industry, which in terms of both manpower and space is reaching capacity and is looking beyond its border for expansion.

Government Publications

required by customers in London may be obtained quickly from

H.M. Stationery Office, 423 Oxford Street, W.1, or York House, Kingsway, W.C.2

Imports of watches

IN NOTICE to Importers No. 1087, Imports of Watches, 1965, dated October 10, the Board of Trade announce that from January 1, 1965, licences will not be required to import watches of value over 30s. c.i.f. or movements of value over 25s. c.i.f. from countries other than those in the Sino-Soviet bloc. (See *Board of Trade Journal* October 9, page 783).

Licences will continue to be required as hitherto to import watches from the Sino-Soviet bloc and to import watches of value 30s. c.i.f. and under and movements of value 25s. c.i.f. and under from Switzerland and the countries falling within the present 'global' quota.

Quotas for 1965 and 1966

The quota for 1965 for watches of value 30s. c.i.f. and under and movements of value 25s. c.i.f. and under from Switzerland will be £1,022,000 and for similar watches and movements from 'global' sources £185,000 (an increase in each case of 10 per cent over the 1964 quotas). The quotas for 1966 will be further increased by 10 per cent over 1965 levels to £1,124,000 and £203,000 respectively.

Allocation of the quotas for 1965

The Board intend to introduce arrangements to allow a limited number of watch businesses not now holding watch import licences to participate in the quotas.

The Swiss quota. Applications for licences to import watches in the present category 'A' up to a value equal to that licensed for 1964 will be considered from all present licence-holders who have regularly imported these watches as principals on their own account. Applicants for such licences should submit a statement on the licence-holder's headed note-paper in the following form:

> 'I/We certify that I/we have been a regular importer of watches over the past (   ) years having negotiated contracts with overseas suppliers and having paid overseas suppliers direct.
>
> Signed...
> Status (Proprietor/Partner/Company Director/Company Secretary):
> Date...'

In addition the Board of Trade will be prepared to consider applications for licences within the balance of the quota from the following:

(a) present holders of licences to import watches, and

(b) businesses first established in the watch trade since August 31, 1939. Such applicants should give the details of the value of their sales by wholesale and/or by retail and/or of their imports for their last full financial year and also provide a certificate from an independent practising accountant, in the following form:

> 'I/We have examined the method adopted in arriving at the figures stated in the above return and am/are of the opinion that it is a reasonable one. I/We have conferred with the officials and employees concerned in the compilation of the figures and have made such tests as I/we have considered necessary. Having received such information and explanations as I/we have required, I/we report that, in my/our opinion, the figures are those required.
>
> Signature...
> Professional Qualification...........................
> Date............... Address..'

Applicants under (b) will be expected to allow the Board's officers access to their business records for the purpose of verifying information given.

The 'Global' quota. The 'global' quotas have in past years been considerably under-used and in order to provide greater flexibility in the allocation of licences, the Board intend to allocate licences for 1965 for the new 'global' quota on the following basis:

(a) Present holders of global 'A' licences will be entitled to a basic allocation related to their actual usage of global 'A' licences issued to them in previous years. Applications for such an allocation should therefore be accompanied by details of imports, at values declared to Customs, which have been made by the applicants under these licences as principals on their own account in each of the years 1961, 1962, 1963 and 1964 (as far as available). The return should be certified by an independent practising accountant, in the following form:

> 'I/We have examined the method adopted in arriving at the figures stated in the above return and am/are of the opinion that it is a reasonable one. I/We have conferred with the officials and employees concerned in the compilation of the figures and have made such tests as I/we have considered necessary. Having received such information and explanations as I/we have required, I/we report that, in my/our opinion, the figures are those required.
>
> Signature...
> Professional Qualification...........................
> Date............... Address..'

These certified returns should reach the Board of Trade by October 31, 1964.

(b) The balance of the quota, after the basic allocations to present global 'A' licence-holders have been made, will be available to all dealers in watches (including traders under (a) whose basic allocations become exhausted) who are able to produce written evidence of firm contracts with overseas suppliers (subject only to the issue of an import licence). A further announcement will be made when the size of the balance is known and the Board are ready to receive applications under this arrangement.

Address for applications

The London Chamber of Commerce have, since the watch import licensing system began, been the channel through which allocation of licences to import watches has been carried out. In view of the reduced scope of the licensing system and the changes in the method of allocation described above, the London Chamber of Commerce have indicated to the Board of Trade that there would, in future, be little need for them to administer the remaining quotas. All inquiries and applications for licences to import watches should therefore be addressed, in future, to the Board of Trade at the following address: Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Applications for licences should be made on Form ILB/A or TIP/A.

Warning. Applicants are reminded that any person who knowingly or recklessly makes any false statement or furnishes any document or information false in any material particular for the purpose of obtaining an import licence is liable to a fine not exceeding £500 and/or a term of imprisonment not exceeding six months. In addition, the import licence will be void from the date of issue and any goods imported under it will be liable to forfeiture under the Customs Acts.

Re-exports to Indonesia

IN NOTICE TO IMPORTERS No. 1085 dated October 14, the Board of Trade announce an amendment to Notice to Importers No. 1000 Summary of Import Licensing Regulations. Paragraph 13(c) of this Notice covers the import and export licensing position for goods imported for repair and re-export. It explains that on re-export in cases where the production of an export licence would normally be necessary, export will be allowed, except in the case of aircraft, without licence provided that the article is being re-exported to the country from which it was imported and that the Officer of Customs and Excise is satisfied as to the identity of the article exported with that imported under this concession. In view of the present circumstances, this waiver of the export licensing requirement is now withdrawn in respect of re-exports to Indonesia.

Note:

The waiver of export licence is also referred to in Customs and Excise Public Notice No. 206, paragraph 10, which is being suitably amended.

Application for removal of import duty on hatters' fur

THE BOARD OF TRADE announced on April 24 that they were considering an application for the removal of the import duty on hatters' fur. The Board of Trade now announce that HM Government have decided to reject the application.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 30, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.31	*S*-2 : 3-Dichloroallyl di*iso*propylthiocarbamate	2, 3 Dichloroallyl diisopropylthiolcarbamate .	December 31, 1965	1555
29.32	Bismuth *N*-glycollylarsanilate . . .	Glycobiarsol U.S.P. .	December 31, 1965	6605
29.34	Allyltrichlorosilane . .	As in previous column .	December 31, 1965	332
29.44	Bacitracin methylenedisalicylate . . .	As in previous column .	December 31, 1965	6607
38.11	Preparations, liquid, containing not less than 40% by weight of *OO*-diethyl *O*-2-pyrazinyl phosphorothioate.	Nemafos 46% formulation	December 31, 1965	6588

NOTE: The following item is a re-advertisement, under a revised definition, of an application which was published in the *Board of Trade Journal* of July 19, 1963 (page 130) under tariff heading 39.01.

39.01	Polyurethane resins, containing not less than 2% by weight and not more than 4% by weight of of unreacted *iso*cyanate groups calculated as –NCO, and having a viscosity of 40° centigrade of not less than 200 seconds, and at 60° centigrade of not less than 40 seconds, when measured by using the standard tar viscometer with 10 millimetre cup as described in Appendix I of 'Standard Methods for Testing Tar and its Products,' 5th edition, 1962, published by the Standardization of Tar Products Tests Committee.	As in previous column .	December 31, 1965	11118/62

Applications for reimposition of import duty

The Board of Trade, Tariff Division, have received applications for the reimposition of import duty as from January 1, 1965, on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description
28.43	Zinc cyanide.
29.11	Crotonaldehyde, the aldehyde content of which, calculated as crotonaldehyde, does not exceed 94 per cent by weight.
29.13	6-Acetyl-1 : 1 : 2 : 2 : 3 : 3 : 5-heptamethylindane.
29.13	Norethandrolone.
29.36	Sulphasomidine.
85.15	Tantalum capacitors of a kind for incorporation in deaf aids being approximately cylindrical in shape with a maximum diameter not exceeding 3 mm. and a maximum length not exceeding 7 m. exclusive of leads.

Address of Board of Trade export and import licensing branches

TRADERS are reminded that the present address of both the Export and the Import Licensing Branches of the Board of Trade is:
Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757.

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New Books

Trade Associations & Professional Bodies of the United Kingdom, compiled by Patricia Millard (330 pages. 42s. from David Fanning Associates, 50 Ewart Grove, London, N.22). This is a second, and considerably enlarged, edition of a work that has greatly facilitated the task of identifying and locating trade and professional associations. There can scarcely be a single branch of British industry or an occupational group for which a representative body does not exist; but many of the smaller ones are not listed in specialized directories or, through having no premises of their own, do not appear in telephone directories. To ascertain the name and address of the appropriate organization was not always easy before the appearance of the first edition of Mrs. Millard's book in 1962. The new edition consists mainly of an alphabetical list of organizations, with addresses and telephone numbers and an occasional note explaining the scope of an organization, and a subject index to their fields of activity. Other sections comprise a geographical listing of all associations which have their headquarters outside London; a list of chambers of commerce, trade and shipping in towns with a population over 10,000; and a list of international organizations with offices in the United Kingdom. Apart from the wording of the title, there is no indication of the types of organizations that the book is intended to cover, but it is clear that employers' associations and those which are nothing more than trade unions are excluded. On the other hand, industrial research associations are included – as are a small number of learned societies, not all of which can properly be regarded as acting as professional organizations. However a much fuller listing of this type of body is still to be found in *Scientific and Learned Societies of Great Britain* (61st ed., 1964. Allen & Unwin, 45s.) which, in addition to address and telephone number, gives particulars of objects, membership, meetings and publications. In spite of a certain amount of overlapping in coverage, these two books are essentially complementary to each other.

A Guide to Market Data in Central America, by Lawrence C. Lockley (162 pages, United States $2, from the Central American Bank for Economic Integration, Apartado Postal 772, Tegucigalpa, Honduras). A compilation of data for use in locating or estimating the size of markets in the five countries (Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua) which comprise the Central American Common Market. It covers a wide range of subjects, and includes recent information and statistics on natural resources, agriculture, finance, business, industrial law and development, foreign trade and domestic commerce, transport and distribution, advertising, and social conditions. The author has collected his data from a large number of scattered sources, mostly the official statistics and other publications of the member countries themselves; and references are scrupulously given to the original sources from which the data are taken. There are also a bibliography and a subject index. The type of marketing information supplied here has not been widely used in the Central American area before, and one of the expressed intentions of the author is to establish a pattern for improved guides in the future. It is also hoped that national and regional statistical offices will be encouraged by the needs expressed in this volume to produce more of the marketing information that is specifically needed. A supplement to this volume is promised when some new statistical investigations have been completed.

Europe's Economic Community: its Industrial Strength (50 pages. Free from the Information Service of the European Communities, 23 Chesham Street, London, S.W.1). This booklet sets out, with the aid of innumerable small statistical tables, to illustrate the position in world trade of the highly industrialized European Common Market. After a preliminary general chapter asserting the importance of the Community as a world major producer, exporter and importer of various commodities, the booklet devotes the remaining 8 chapters to studies of specific goods and their production in the EEC. These surveys include the industries concerned with aluminium, automobiles, fertilizers, paper and plastics. Each study includes statistics and brief facts on the manpower situation, production, location of plants and the outlets for domestic production. The present and future tariff position of these commodities, in relation to the Community's common external tariff, is also pointed out.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal (dates on which particular articles. etc., were published) should for convenience be made to the Board of Trade Library (Sullivan 3400, Ext. 3038) who compile the half-yearly index to the Journal.

Method of Construction and Calculation of the Index of Retail Prices, by the Ministry of Labour (3rd edition. 42 pages. 3s. from HM Stationery Office and Government bookshops. Studies in Official Statistics: No. 6). The index of retail prices is compiled by the Ministry of Labour and published each month in the *Ministry of Labour Gazette*. (The monthly index figure is also published in the *Board of Trade Journal*.) This booklet describes the current index as a record of the changes in retail prices of goods and services, based upon information about household expenditure collected by the Family Expenditure Survey. It provides a list of the commodities selected for inclusion in the index, and explains the method used to calculate their 'weight' (i.e. their relative importance in household expenditure). It describes how the prices are collected, and how the price indices for the individual goods and services are calculated and finally combined into the 'all-items' index.

United Nations Conference on Olive Oil; Summary of Proceedings, 1963 (31 pages. 4s., by post 4s. 6d., from HM Stationery Office and Government bookshops). This record of the conference includes in full the text of the 1963 International Agreement on Olive Oil, which has now replaced the earlier 1958 agreement. The new agreement came into force on October 1, 1963 and is to operate for four years. Its general objectives are to ensure fair competition among countries exporting olive oil, to guarantee to consumers delivery of a commodity conforming to standard specifications, and to reduce the disadvantages due to the fluctuation of supplies in the market. The Agreement contains certain general commitments relating to the promotion of trade, the provision of information, international classification and labelling and for world wide publicity involving a publicity fund.

Other Publications.

BRITISH COMMONWEALTH & INTERNATIONAL TRADE INDEX, 1964-65. 816 pages. Business Directories Ltd. 50s.

INSTITUTE OF EXPORT: OBJECTS, QUALIFICATIONS FOR MEMBERSHIP AND REGULATIONS . . . FOR THE EXAMINATIONS. 28 pages. 1s. 6d., from the Institute of Export, 14 Hallam Street, London, W.1.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,095	3,478	922	688	591	1,205				
1959	104	105	106	105	105	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	122	113	101	128	119	130	141	124	+101	+ 33	+22	+39
1963	117	119	135	129	118	103	130	107	131	146	132	+133	+ 89	+15	+30
1962															
4th quarter	114	115	130	124	115	101	126	111	127	136	124	+ 9	— 9	+ 9	+24
1963															
1st quarter	113	113	130	125	114	101	115	104	126	101	116	— 20	+ 56	—16	N/C
2nd quarter	116	118	132	128	117	102	129	109	128	150	128	+ 38	— 9	+22	— 3
3rd quarter	116	120	138	130	120	105	135	106	130	164	140	— 36	— 33	—19	— 6
4th quarter	123	124	138	132	121	105	140	109	140	168	143	+151	+ 75	+28	+41
1964															
1st quarter	121	127	141	134	121	106	144	115	145	175	151	+ 96	+ 94	— 4	+ 4
2nd quarter		127*			120	105	149*	120	144	179*	152*		+120	+12	+ 1
1964															
February	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
April	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	127	..	..	..	104	..	..	..	..	..	..	..	..	..
June	..	127*	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	127*	..	..	..	105	..	..	..	..	..	..	..	..	..
August	..		..	..	..	106	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices													at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+153
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 1
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+115
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+113
1962																
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 35
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	124	+ 82
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 34
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 2
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	— 5
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	145·8	445	— 5	+42	182	+25	— 5	145	134	— 69
2nd quarter	152*	125*	125·5	+2·8	107·8	125·0	147·4	355	— 90	—58	230	+48	+33	147	133	—113
3rd quarter					108·3*	125·5*		311	— 44	—34	242	+12	+ 6			
1964																
February	137	121	123·1	+1·2	108·2	123·9	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March	140	121	123·6	+1·5	108·1	124·3	146·2	413	— 38	—19	202	+24	+10	145	141	..
April	144*	123*	124·7	+2·0	108·1	124·8	146·7	394	— 19	—20	212	+10	+14	146	127	..
May	147*	126*	125·7	+2·9	107·6	125·1	147·4	357	— 37	—23	227	+15	+ 9	144	140	..
June	148*	125*	126·2	+3·4	107·8	125·2	148·2	315	— 42	—33	251	+24	+13	152	132	..
July	151*	120*	126·2	+4·0	108·1*	125·4*	149·0	303	— 12	—15	250	— 1	+ 3	138	125	..
August		117*	126·7	+4·7	108·6*	125·5*	149·3	314	+ 11	+10	239	—11	— 9	153	140	..
September					109·2*	125·6*		315	+ 1	+11	239	Nil	— 7			..

† NOT seasonally adjusted. * Provisional.

Private industry's capital expenditure expanding strongly

THE CAPITAL EXPENDITURE of private industry and commerce (manufacturing industry together with the distributive and service trades) is now expected to be about 14 per cent higher in 1964 than in 1963 and to show a further increase in 1965. These estimates are based on the forecasts of expected 1964 and 1965 expenditure supplied during August and September by companies contributing to the Board of Trade's regular investment intentions inquiries. Expectations in both the major sectors of private industry and commerce were considerably more optimistic than at the end of 1963, when forecasts were last supplied; it was then estimated that investment would rise by about 10 per cent between 1963 and 1964 (see *Board of Trade Journal*, page 99, of January 17, 1964).

The latest estimates confirm the strength of the upward movement in investment which became noticeable towards the end of 1963 and which is reflected in the figures of actual expenditure in the first half of the current year. They also make clear that the present upturn will continue into 1965.

Expected expenditure in 1964

Capital expenditure by manufacturing industry is expected to be 14 per cent higher than in 1963, compared with a rise of 8 per cent estimated at the beginning of this year. On this basis the level of expenditure (at current prices) this year will not fall far short of that achieved in 1961 at the peak of the previous investment cycle. For most industry groups expenditure on capital assets is expected to be greater in 1964 than in 1963, an exception being the metal manufacturing industry (mainly iron and steel) whose expenditure has fallen considerably from the very high figures of 1961.

For the distributive and service trades the 15 per cent rise in capital expenditure between 1963 and 1964 which is now estimated confirms and adds precision to the estimates made in January, when it was thought that investment in this sector would go up by more than 10 per cent. Expenditure by the distributive and service trades has risen fairly steadily in recent years and has not been marked to any great extent by the strong cyclical movement which has characterized investment by manufacturing industry. An increase of the magnitude now expected would raise the level of investment by this sector in 1964 to a point considerably higher than the previous peak reached in 1962. The inquiry confirms that expenditure by the shipping industry is likely to show a relatively larger increase than the rest of the distributive and service sector.

Expected expenditure in 1965

The inquiry also obtained from contributors forecasts of their expected expenditure in 1965. Forecasts of 1965 expenditure had already been given in November/December last year but, as was explained at that time, the information could be used only to indicate that both manufacturing industry and the distributive and service trades were intending some further expansion in their capital expenditure in 1965 beyond that then expected in 1964. The latest inquiry makes it possible to say that the expected increases between 1964 and 1965 will, for manufacturing industry and for the distributive and service trades, be of sizeable amount, though not, on present plans and intentions, perhaps quite so great as those between 1963 and 1964.

There are, by the nature of contributors' forecasts, uncertainties in interpreting their significance. In particular the forecasts for 1965, being made well before the period of expenditure can, as past experience has shown, be substantially revised upwards or downwards as time passes. It is not, therefore, possible to put forward with confidence a precise figure of the amount of the increase for 1965 expected in the light of the forecasts just provided. In round terms, however, these forecasts suggest an increase of about a tenth between 1964 and 1965 both for manufacturing industry and for the distributive and service trades. Within these broad sectors most industry groups expect to participate in the expansion.

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Census of Distribution Advisory Committee for 1966

THE BOARD OF TRADE announce that the following persons have been appointed to serve on the Advisory Committee for the Census of Distribution and Other Services to be taken in 1967 in respect of the year 1966:

Mr. J. Stafford, C.B., Board of Trade (chairman); Mr. A. W. Allen, Union of Shop, Distributive and Allied Workers'; Mr. R. E. Beales, C.B.E., Central Statistical Office; Mr. L. F. P. Brown, J.P., Clements & Brown Ltd. Taunton; Mr. H. E. Browning, Census Office, Board of Trade; Mr. D. Curry, Currys Ltd., London; Mr. J. S. Downham, Unilever Ltd., London; Mr. T. C. Hillier, T. C. Hillier (Oxted) Ltd., Oxted; Mr. R. J. Lock, Co-operative Union, Ltd.; Mr. R. McNeil, F.C.A., Messrs. Nevill, Hovey, Gardner & Co., Hove; Mr. A. W. Pickles, Beecham Group Ltd., Brentford; Mr. H. J. Scott, J.P., Sturtons (Winton) Ltd., Bournemouth; Mr. A. G. Sturt, G.F.I., London House, Brampton, Huntingdon; Mr. G. C. Walton, John Lewis & Co. Ltd., London; Professor B. S. Yamey, The London School of Economics and Political Science.

The Joint Secretaries of the Committee will be Mr. B. A. Wainewright and Miss H. G. Morgan, Board of Trade, Census Office, Lime Grove, Eastcote, Ruislip, Middlesex.

UK tourist trade up 12 per cent in first 7 months

MORE THAN 376,000 foreign visitors came to Britain in July, reports the British Travel and Holidays Association. This was 6 per cent more than in the same month last year. The July arrivals brought the total number of foreign visitors to Britain in the first seven months of 1964 to 1,147,000, which represented a rise of 12 per cent on the period.

Visitors from European countries in July numbered 252,000. This was an increase of 5 per cent on the month and brought total European arrivals in the January-to-July period to 711,000 – a rise of 11 per cent.

United States visitors in July numbered 98,000, which was a rise of 5 per cent. The July arrivals brought the total number of visitors from the United States in the first seven months of the year to 343,000 – an increase of 15 per cent on the period.

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WHOLESALE PRICE INDICES

Prices rise further in the third quarter

Both input and output prices rose further in the third quarter. The index of materials and fuel purchased by the non-food sector of manufacturing industry moved up again after the pause in the second quarter, and was some 4 per cent more than a year earlier. The input index for the food sector also rose in the third quarter, partly offsetting the decline during the previous quarter, and was some 8 per cent up on a year earlier.

Output prices in both the food and non-food sectors increased in the third quarter, the former showing a somewhat larger rise. In relation to a year earlier they were 4 per cent higher in the food sector and 3 per cent higher in the non-food sector.

Materials and fuel used in broad sectors of industry

Higher prices for raw sugar were the largest single factor in the increase in the index for the food sector, in relation both to the previous quarter and a year earlier. Excluding sugar, prices of materials and fuel used in the food manufacturing industries were on average about 4 per cent more than a year earlier. The indices for the broad groups of non-food industries all moved up further in the third quarter with the exception of the textile index; this continued to fall back and was some 4 per cent below the high level of the first quarter but still about 2 per cent higher than a year earlier. The other indices were all 3 to 4 per cent up on a year earlier.

Prices of materials used in construction and of those used in house building also rose further in the third quarter.

Output of broad sectors of industry

Prices of the products of the food manufacturing industries sold on the home market were on average nearly 1 per cent higher than in the second quarter and about 4 per cent more than a year earlier. Excluding sugar, the rise on a year earlier was some 3 per cent. There was a sharp rise, of 10 per cent, in the index for tobacco and cigarettes in the third quarter. In the non-food sector of manufacturing industry the provisional indices for each of the broad groups separately distinguished in Table 2 rose further although the increase in iron and steel prices was marginal. The largest increases on a year earlier were in the textiles, timber and paper industries, groups of industries particularly susceptible to changes in materials prices.

The provisional index for the cost of new construction was unchanged at 128, some 2 per cent higher than in the third quarter of 1963.

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1963		1964			1963	1964						
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Sept.	March	April	May	June	July	Aug.	Sept.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	101·5	106·3	106·9	106·1	106·9*	103·1	106·3	106·4	105·6	106·2	106·6*	107·0*	107·2*
	Basic materials	96·8	102·1	102·7	101·9	102·9*	98·5	102·1	102·2	101·4	102·1	102·6*	102·9*	103·2*
	Fuel	137·8	138·5	138·2	138·1	138·1*	138·2	138·2	138·5	138·2	137·6	137·6*	138·3*	138·4*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	104·2	106·1	107·9	107·8	108·3*	104·1	108·1	108·1	107·6	107·8	108·1*	108·6*	109·2*
	Basic materials other than fuel	98·3	100·4	102·5	102·5	103·5*	98·1	102·9	102·8	102·2	102·6	102·9*	103·4*	104·0*
211 to 229	Materials and fuel used in the food manufacturing industries.	95·9	106·1	103·9	102·3	103·6*	100·7	101·7	102·3	101·6	102·9	103·7*	103·7*	103·4*
263 to 277	Materials and fuel used in the chemicals and allied industries.	107·9	109·0	109·9	110·4	111·6*	108·0	110·0	109·8	110·5	110·8	111·6*	111·7*	111·6*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	130·7	131·4	133·3	134·7	135·5*	130·7	133·9	134·6	134·8	134·7	134·9*	135·5*	136·1*
361	Materials and fuel used in the electrical machinery industry.	120·9	121·5	122·9	124·2	125·0*	120·9	123·5	124·1	124·3	124·2	124·4*	125·0*	125·6*
Order X	Materials and fuel used in the textile industries	96·0	100·1	102·4	99·2	98·0*	95·8	102·5	100·7	98·4	98·4	97·7*	98·3*	97·9*
Order XIV	Materials and fuel used in the timber industries	109·8	111·1	113·1	114·5	115·3*	109·9	113·5	114·3	114·6	114·8	115·0*	115·2*	115·6*
Order XV	Materials and fuel used in the paper industries	106·9	108·3	109·8	109·9	110·1*	107·0	109·8	109·9	109·9	109·9	109·8*	110·2*	110·2*
Order XVII	Construction materials	122·3	123·1	124·1	125·4	126·1*	122·4	124·4	125·1	125·5	125·7	125·9*	126·1*	126·2*
Part of Order XVII	House building materials	122·2	122·9	124·3	125·9	126·5*	122·3	124·7	125·6	125·9	126·2	126·3*	126·5*	126·6*

* Provisional figure.

(*Continued on next page*)

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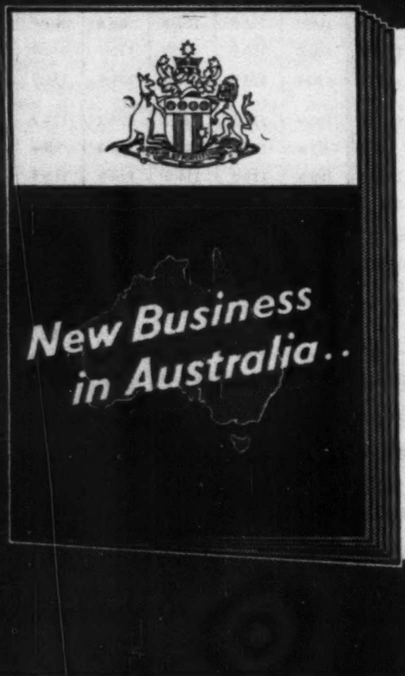
WHOLESALE PRICES—Continued.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1963		1964			1963	1964						
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Sept.	March	April	May	June	July	Aug.	Sept.
Orders III to XVI	All manufactured products: Total sales	119·9	120·8	121·6	123·3	124·2*	120·3	121·7	122·7	123·4	123·7	124·2*	124·2*	124·1*
	Home market sales	120·2	121·2	122·2	124·1	125·1*	120·6	122·3	123·5	124·3	124·4	125·1*	125·1*	125·0*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	121·3	121·8	122·8	123·8	124·4*	121·5	123·0	123·6	123·8	124·1	124·3*	124·4*	124·4*
	Home market sales	122·1	122·6	124·0	125·0	125·5*	122·2	124·3	124·8	125·1	125·2	125·4*	125·5*	125·6*
211 to 229	Products of the food manufacturing industries: Home market sales	113·5	117·1	117·4	117·2	118·1*	115·3	116·7	117·2	117·1	117·4	118·3	118·6*	117·5*
263 to 277	Chemicals and allied industries: Total sales	103·6	104·1	104·4	105·1	105·4*	103·7	104·6	105·0	105·2	105·2	105·5*	105·3*	105·4*
	Home market sales	104·7	105·2	105·7	106·5	106·9*	104·6	106·0	106·3	106·5	106·6	107·0*	106·8*	106·9*
311 and 312	Iron and steel industries: Total sales	128·7	128·8	129·0	129·1	129·4*	128·6	129·0	129·0	129·2	129·1	129·3	129·5*	129·5*
	†Home market sales	133·7	133·8	134·1	134·2	134·3	133·6	134·2	134·2	134·2	134·2	134·2	134·4	134·4
Order X	Textile industries other than clothing: Total sales	105·9	106·8	108·8	109·9	110·2*	106·1	109·2	109·5	110·0	110·1	110·1	110·2*	110·4*
	Home market sales	104·0	104·9	106·7	107·5	108·2*	104·1	107·1	107·2	107·5	107·8	108·0	108·3*	108·5*
Order XII	Clothing and footwear: Home market sales	110·8	111·0	111·9	112·3	112·9*	110·8	112·0	112·1	112·4	112·5	112·7*	112·9*	113·1*
Order XIV	Timber industries: Home market sales	112·3	113·3	115·5	116·8	117·3*	112·3	116·0	116·5	116·9	116·9	117·2*	117·3*	117·3*
481 to 483	Paper industries: Home market sales	111·7	112·2	113·5	113·9	114·3*	112·0	113·7	113·7	114·0	114·1	114·3*	114·3*	114·4*
Order XVII	New construction‡	126	126	127	128	128*	126	127			128			128*

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Indusrrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs figures relate to average for the quarter.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3 (a). Commodities produced in the United Kingdom — 1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 21, 1964. (monthly averages)

	1963	1964			
	Sept.	March	July	Aug.	Sept.
Coal†	151·5	156·6	151·2	153·6*	153·6*
Slates	161·1	161·1	172·5	172·5	172·5
Salt	114·0	114·0	112·6	110·7	110·7
Flour	112·6	119·3	119·3	119·3	119·3
Sugar, refined	124·0	119·7	131·0	133·6	130·4
Chocolate and sugar confectionery	107·0	107·8	108·0	108·0	108·4
Beer	107·1	107·6	117·4	117·4*	117·4*
Tobacco and cigarettes	126·8	126·8	136·4	138·4	139·3
Hard coke	164·0	164·0	164·0	164·0	164·0
Motor spirit, standard grade (including duty)	109·4	109·4	109·4	109·4	109·4
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9
Lubricating oils and greases	128·4	128·6	129·5	129·5*	129·5*
General chemicals	99·6	100·0	100·2	100·4*	100·5*
Pharmaceutical chemicals	65·8	65·6	65·9	66·0	66·0
Pharmaceutical preparations	98·0	99·0	99·0	99·4*	100·7*
Toilet preparations	129·7	132·6	133·6	132·9*	132·9*
Paint for building and decorating	113·7	114·2	115·8	115·8	115·8*
Soap	135·3	137·8	139·4	141·8	144·6*
Soapless detergents	100·7	101·2	103·9	103·9	103·9
Synthetic resins and plastic materials	76·8	76·5	76·3	76·3*	76·3*
eel sheets	132·3	133·0	132·9	134·2	134·2
Tinplate	119·8	120·3	120·3	120·3	120·3
Other steel goods (excluding tubes)	133·3	133·9	133·8	133·8	133·8
Steel tubes	138·8	140·6	141·0	141·2	141·2
Iron castings	142·9	145·6	145·7	145·7*	145·7*
Aluminium and aluminium alloy products:					
Extruded and drawn	132·3	142·2	142·2	142·2	142·2
Rolled	122·8	132·9	132·9	132·9	132·9
Castings	134·2	136·8	139·5	139·5	139·5
Forgings	128·7	133·9	135·6	135·6	135·6
Brass, ingot 65-35, B.S. 1400: B3, delivered	95·4	114·6	118·9	125·5	130·0
Photographic paper and films, etc.	124·6	125·4	125·4	125·5	126·0
Spectacles, etc.	122·4	122·4	125·8	125·8	125·8
Dental goods	131·0	133·9	137·2	137·2*	137·2*
Gramophone records	138·5	138·5	138·5	138·5	138·5*
Domestic electrical appliances	99·7	101·0	101·2	101·2*	101·2*
Perambulators, etc.	122·7	123·9	124·5	124·5*	124·5*
Tools and implements	138·2	144·0	144·2	144·2	144·9*
Cutlery	130·4	131·8	132·1	132·1*	132·9*
Cutlery (other than razors and razor blades)	127·8	131·8	132·8	132·8	133·9
Spoons and forks	143·0	147·3	148·9	148·9	150·3
Galvanized cisterns, tanks and cylinders	151·1	157·1	157·1	163·3	163·3
Domestic hollow-ware	140·2	146·1	147·7	147·7	147·7
Domestic gas appliances	110·6	110·6	112·2	112·2	112·2
Cotton yarn	89·0	92·3	95·4	96·1	96·3
Spun rayon yarn	97·4	100·4	105·0	105·7	106·6*
Irish linen yarns (wetspun)	113·6	131·9	134·5	134·5	134·5
Cotton cloth	94·9	98·3	101·5	102·1	102·1*
Linen	114·5	127·5	127·9	127·8	127·8*
Rayon and acetate fabric	110·8	112·9	116·8	117·4	117·5*
Wool tops	88·2	99·2	88·7	90·2	89·3
Worsted yarns	95·4	103·0	97·4	98·2	98·0
Harris tweed	108·3	108·3	108·3	108·3	108·3
Serge cloth	97·1	103·4	101·5	101·1	101·2
Jute yarn	104·2	105·0	107·7	112·7	125·4
Jute piece-goods	108·3	112·4	112·4	117·2	127·8
Rope, twine and net	124·0	127·1	128·7	128·9	129·1
Hosiery and other knitted goods	96·7	98·1	98·9	99·1*	99·5*
Carpets and rugs	119·4	127·4	127·4	127·8	127·9*
Canvas goods and sacks	100·5	97·7	98·4	99·0	99·1
Leather for footwear	103·9	104·8	104·6	105·1*	105·1*
Travel goods	119·7	123·5	125·8	125·8*	125·8*
Made-up clothing	109·9	111·1	111·9	112·1*	112·3*
Weatherproof outerwear	101·9	102·3	102·8	102·8	104·0*
Men's and boys' tailored outerwear	111·7	113·0	113·3	113·8*	113·8*
Women's and girls' tailored outerwear	108·0	109·7	110·4	110·4	110·5*
Women's and girls' light outerwear	108·5	109·5	109·9	110·3	110·4*
Footwear (excluding rubber)	112·2	113·1	113·5	113·5*	113·7*
Refractory goods, including bricks	145·4	145·4	145·4	145·4	145·7*
Non-refractory goods, including bricks	126·7	127·4	129·5	129·8*	129·8*
Building bricks, common, other than fletton, *ex works.*	127·7	129·3	133·2	133·2*	133·2*
Building bricks, fletton common, *delivered.*	119·3	119·3	119·3	119·3	119·3
Electrical porcelain	123·8	128·4	128·4	128·4	128·4
Domestic china and earthenware	136·0	137·1	141·2	142·0*	142·3*
Glass (other than containers)	131·6	132·8	133·1	133·1*	133·1*
Glass containers	118·4	118·4	123·2	123·4	123·4

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* Provisional figure. † This index is based on prices ruling on the last day of the month.

(Continued on next page)

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WHOLESALE PRICES—Continued

3 (a). (*Continued*). Commodities produced in the United Kingdom — 1954 = 100

(monthly averages)

	1963	1964			
	Sept.	March	July	Aug.	Sept.
Cement, delivered	124·4	124·5	124·5	124·5	124·5
Abrasive paper and cloth	126·9	128·7	128·7	128·7	128·7
Cast stone and cast concrete products	109·0	111·6	112·4	112·4*	112·4*
Home-grown hardwood	101·5	101·9	103·3	103·5*	103·4*
Domestic furniture	116·6	119·2	119·9	119·8	119·8*
Bedding, etc.	109·1	110·3	112·8	113·4	113·5*
Wooden boxes, packing cases, crates, etc.	115·3	118·8	119·4	119·6*	120·4*
Paper and board	110·3	112·1	112·4	112·4*	112·4*
Cardboard boxes, cartons and fibreboard packing cases.	110·5	112·2	112·8	112·9	113·1*
Wallpaper	131·6	133·8	133·8	133·8	133·8
Paper bags	118·4	118·4	118·4	118·4	118·4
Manufactured stationery	118·4	119·6	120·4	120·4	120·4*

	1963	1964			
	Sept.	March	July	Aug.	Sept.
Other manufactures of paper and board	103·8	105·3	108·1	108·1	108·1*
Rubber tyres and tubes	123·4	123·4	123·4	123·4	123·4
Rubber goods (other than tyres and tubes)	114·9	115·6	117·0	117·3*	117·4*
Rubber footwear	125·9	125·9	125·9	125·9*	125·9*
Linoleum and felt base	130·9	135·5	137·4	137·7	137·1
Brushes and brooms	135·2	138·3	138·9	138·9	138·9
Toys and games	119·0	121·0	122·1	122·1	122·1*
Sports equipment	133·8	133·4	133·9	133·9*	133·9*
Pens and pencils	114·0	112·3	112·3	112·3	112·3
Other stationers' goods	126·9	130·3	130·3	130·3	130·3
Plastic mouldings	103·5	103·8	103·7	103·4*	103·4*

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom — 1954 = 100

(monthly averages)

	1963	1964			
	Sept.	March	July	Aug.	Sept.
Hides and skins	73·5	76·4	84·3	86·6	86·6*
Imported	79·7	85·4	91·2	93·5	93·5*
Native	64·1	62·9	73·9	76·3	76·3*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	115·4	121·7	123·1	123·1	123·1
Copper, ex-ship, wharf or warehouse†	94·2	108·7	124·7	145·8	169·5
Lead, ex-ship, wharf or warehouse†	70·3	84·2	102·0	113·2	115·7
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	129·8	149·2	173·9	176·7	198·2
Zinc, ex-ship, wharf or warehouse†	97·9	128·5	178·6	160·1	155·4
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	106·6	124·8	125·4	132·2	132·2*
Palm oil, c.i.f., in bulk	97·5	100·0	101·2	101·2	101·2*
Whale oil, acid, soft, naked, ex-works	63·1	72·1	85·0	83·9	83·9*
Pyrites, c.i.f., United Kingdom ports	57·3	61·4	60·4	60·7	62·4
Rubber, No. 1 R.S.S. one month future	98·9	101·5	99·5	99·3	101·3
Sulphur, crude (for acid making), c.i.f.	65·6	62·9	64·3	64·3	64·2

	1963	1964			
	Sept.	March	July	Aug.	Sept.
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	157·4	158·2	154·0	154·5	153·9
Cotton, raw	70·6	72·9	72·6	72·1*	72·2*
Jute, raw, 'Export Firsts', c.i.f. Dundee	117·9	121·4	118·3	148·0	159·3
Jute, raw, 'Export Lightnings', c.i.f. Dundee	112·9	116·3	114·7	148·0	158·8
Silk, raw, delivered mill	128·5	113·5	117·3	116·1*	115·9*
Sisal, East Africa No. 1 Grade, c.i.f. London	172·7	172·7	164·3	153·8	142·3
Wool, raw	87·6	101·9	90·1	90·2*	88·5
Crossbred, medium and coarse, c.i.f. U.K.	100·9	117·3	106·3	108·5	102·3
Crossbred, fine, c.i.f. U.K.	89·7	105·1	93·2	93·2	90·6
Merino, c.i.f. U.K.	80·5	93·2	80·3	79·9	79·5
Timber:					
Imported hardwood (ex-yard or wharf)	110·3	111·5	113·1	113·3	113·4*
Imported plywood (delivered to consumers)	99·8	101·3	102·0	102·3	102·6
Imported softwood (delivered to consumers)	104·7	111·3	113·3	113·5	114·4
Woodpulp, imported	96·4	100·3	100·8	100·8*	100·8*

* Provisional figure.
† L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

The notes on index numbers of wholesale prices (1954 = 100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 21, 1964.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7246 or 7216.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer its customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section (HER MAJESTY'S STATIONERY OFFICE), Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Turnover in the catering trades in August

THE TOTAL TURNOVER in the catering trades in August was 6 per cent higher than a year earlier, a smaller increase than in July (10 per cent) and in May and June (9 per cent) which are better considered together because of the effects of the varying dates of Whitsun in the two years. Taking July and August together, to iron out to some extent the irregularities in figures for individual months, turnover was 8 per cent higher than a year earlier, only a little less than the increase in May and June. Apart from canteens and catering contractors, each of the broad kinds of business shown separately in the table had smaller increases in August than in July.

Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1960 = 100

Kind of business (Turnover in 1960 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964		105	127			104	102	105	115	130	135	149	150				
	1963	+4	+1	+4	+4	+6	Nil	—2	+4	+3	+3	+4	+5	+5	+4	+6	+7	+6
	1964	+8(*b*)	+10	+7			+11	+10	+9	+3	+15	+4	+10	+6				
Licensed hotels and holiday camps (£169 million)	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964		86	138			79	82	97	108	133	161	189	197				
	1963	+5	Nil	+4	+6	+9	—3	—2	+2	+5	+3	+5	+5	+8	+4	+10	+7	+8
	1964	+9(*b*)	+13	+10			+15	+13	+13	+5	+18	+7	+12	+7				
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964		101	124			97	99	106	111	126	133	146	153				
	1963	+4	Nil	+4	+4	+7	—3	—2	+4	+4	+4	+5	+3	+4	+5	+6	+6	+9
	1964	+6(*b*)	+8	+6			+9	+8	+7	+3	+14	+3	+9	+4				
Public houses (£711 million)	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964		109	127			111	105	113	116	132	132	147	144				
	1963	+3	+1	+3	+4	+6	+1	—3	+4	+1	+3	+3	+5	+4	+4	+5	+7	+5
	1964	+8(*b*)	+12	+7			+13	+12	+11	+1	+17	+4	+10	+5				
Canteens and catering contractors (£102 million)	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	115	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964		120	121			119	122	119	124	121	118	113	104				
	1963	+6	+7	+7	+4	+6	+5	+6	+8	+7	+7	+6	+6	+6	+2	+5	+6	+5
	1964	+4(*b*)	Nil	+6			Nil	Nil	—1	+12	+2	+6	+4	+9				

(*a*) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by August 1964 sales was the four weeks from August 2, 1964, to August 29, 1964, the corresponding period in 1963 was from July 28, 1963 to August 24, 1963.

(*b*) Cumulative figure for January to August compared with corresponding period of 1963.

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Output of the wool textile industry

THE VOLUME OF production in the wool textile industry in August was 4 per cent less than in August 1963.

Figures issued by the Wool Industry Bureau of Statistics in which allowance is made for the length of the working month show that the rate of production of tops was 12 per cent less and deliveries of worsted yarn 3 per cent less than in August 1963. The rate of deliveries of woven fabrics (excluding blankets) was 9 per cent less.

The above comparisons should, however, be treated with caution as overall correction cannot be accurate in a month when holidays affect districts and processes in varying degrees. In the months January-August production of tops was 10 per cent less than in the same period last year; deliveries of worsted yarn were 1 per cent less and deliveries of woven fabrics (excluding blankets) were 1 per cent more.

	Consumption	Production			Deliveries		
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets)(*c*)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1963 1st quarter	121·6	80·9	80·0	60·9	40·5	39·8	9·1
2nd quarter	118·7	79·5	79·0	58·9	42·2	35·5	7·1
3rd quarter	102·8	68·8	71·0	55·8	46·5	34·3	8·5
4th quarter	114·9	74·7	83·0	64·2	47·6	39·1	10·3
1964 1st quarter	117·9	77·9	84·0	61·9	41·9	39·1	8·4
2nd quarter	110·1	70·4	83·0	59·5	45·6	37·1	6·8
1963 June	35·7	23·7	..	17·8	14·1	10·7	2·0
July	38·7	27·2	..	19·9	17·3	12·6	2·3
August	26·2	15·9	..	15·1	12·3	8·6	2·6
1964 June	36·5	23·3	..	20·0	16·9	12·9	2·6
July	34·0	22·2	..	18·6	17·4	11·7	2·2
August	22·4	13·0	..	13·6	11·0	8·0	2·3

(*a*) Including hair. (*b*) Estimated. (*c*) Woven, woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

New Custom House, opened in Hull

THE first Customs House to be built in Britain this century, was opened at Hull, on October 6, by Sir John Anderson, chairman of the Commissioners of Customs and Excise. It replaces the old Custom House in Market Place and will house some 120 staff from that building and from the office in Trinity House Lane.

Desalination — correction

IN the articles on desalination published in last week's *Board of Trade Journal*, the address of Weir Westgarth Ltd., should read 5 Grosvenor Gardens, London, S.W.1, and in the list of evaporator plants, the size of the units of the Island Government of Curacao should be 1,433,000, and the size of the Shell Oil Company unit at Curacao should be 1,520,000.

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Business Economy

(Dept. A/92), 156 Strand, London W.C.2, TEM 8377/2294; and 19 Walker Street, Edinburgh 3, CAL 1167.

Production in the cotton industry

THE VOLUME of production in the cotton industry in August was 5 per cent more than in August 1963.

Holiday months are difficult to interpret but in July and August taken together the volume of production was 4 per cent more than in the comparable months of 1963.

Statistics issued by the Cotton Board show that in eight months January to August output of single yarn was 5 per cent more and the yardage of cloth woven 3 per cent more than in the same period last year. The amount of yarn doubled was 5 per cent more.

(All figures are weekly averages)

	Single-yarn (*a*)		Double-yarn		Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1963 August	9·61	2·45	2·38	2·05	20·5	10·3
September	9·16	2·42	2·47	2·01	19·5	10·4
October*	10·22	2·75	2·74	2·22	21·2	11·5
November	10·31	2·85	2·81	2·26	21·7	11·8
December	9·00	2·50	2·42	1·90	18·7	10·3
1964 January*	9·94	2·74	2·65	2·21	20·1	11·5
February	10·22	2·89	2·73	2·30	21·1	12·1
March*	9·39	2·63	2·49	2·15	19·5	11·3
April	10·35	2·94	2·79	2·45	21·1	12·5
May	10·23	2·87	2·70	2·42	20·7	12·1
June*	8·14	2·35	2·26	2·05	20·3	11·5
July	8·15	2·14	2·26	2·09	12·2	8·1
August	9·70	2·84	2·36	2·19	20·1	11·3

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
* Average of five weeks. † 53-week period.

Orders in the textile and clothing industries

THE VOLUME OF ORDERS on hand at the end of August 1964 in the textile and clothing industries considered as a group was 2 per cent less than at the end of July. In the holiday months July and August taken together deliveries were 3 per cent more than last year; the rate of receipt of net new orders was slightly less.

Changes in the rate at which orders are received should not by themselves be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (*c*)	Deliveries (*c*)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1963 1st quarter	100	95	94
2nd quarter	105	96	93
3rd quarter	100	89	93
4th quarter	117	118	102
1964 1st quarter	121	103	99
2nd quarter*	126	101	97
1963 June	105	92	94
July	103	80	86
August	100	75	84
1964 June	125	92	93
July	120	75	90
August*	117	78	85

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
(*c*) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
* Provisional.

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Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
October 28 .	The sale will include hangars, houses, workshops, offices, 30 acres of land with planning permission for industrial use, also 6 Timber huts and 2 Seco huts for removal.	Kirkbride Airfield, Cumberland . . .	J. M. Richardson & Son, 1 Cecil Street, Carlisle. (Tel. Carlisle 21187).
October 29 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD 1), Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).

The above sale will include a large quantity of clothing, footwear, mess tins, air travel bags, water bottles, haversacks, packs, generators, electric motors, rotary transformers, radio and electrical equipment, miscellaneous photographic equipment, drogues, miscellaneous webbing, rubber dinghies, various actuators, aircraft cameras, lead-acid batteries, epidiascopes, miscellaneous aircraft spares, miscellaneous helicopter spares, brake units. friction plates.

Nov. 5 .	Miscellaneous stores and equipment .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD 1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).
Nov. 18 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley, Gloucester.	Bruton Knowles & Co. (AFD 1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
Oct. 20-21 .	Machine tools, paint and miscellaneous stores.	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 73 and 533).
Oct. 27-28 .	Vehicles, sheepsfoot rollers, 8/10 tons self-propelled rollers (diesel and petrol), wireless and electronic equipment and stores, machine tools including horizontal borers; radial drills; tool and cutter universal grinders; capstan and other lathes; automatic riveting machines; woodworking machinery; textiles and miscellaneous stores.	Ordnance Disposal Depot, Royal Arsenal, Woolwich, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, October 9, 1964.
Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Mining Review No. 2 – 18th Year . . .	Data Film Distributors Ltd. . . .	The National Coal Board	Br/E 29754	9	October 5
Movietone News 1843A	Twentieth Century Fox Film Co. Ltd. . .	British Movietonews Ltd.	Br/E 29444	7	October 9
Movietone News 1844	" "	" "	Br/E 29445	7	October 9
Pathe News 64-81	Warner-Pathe Distributors Ltd. . . .	Associated British Pathe Ltd.	Br/E 29556	8	October 9
Pathe News 64-82	" "	" "	Br/E 29557	8	October 9
Murder Most Foul	Metro-Goldwyn-Mayer Pictures Ltd. .	Metro-Goldwyn-Mayer British Studios Ltd. .	Br/E 29756	91	October 9
		FOREIGN			
Red Hell	Grand National Pictures Ltd. . . .	Motion Picture Corporation of Amcrica .	F 29753	75	October 5
Love at Twenty	Twentieth Century Fox Film Co. Ltd. . .	A Pierre Roustang Production, Paris . .	F 29755	115	October 7
Rhino!	Metro-Goldwyn-Mayer Pictures Ltd. . .	Ivan Tors Films Inc.	F 29757	91	October 9

Correction to the Register:
The makers of the film 'Ashoka' (Br/E 29665) registered on August 7, 1964, should read: Libertas Film Productions (London) Limited.

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Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House,
64 Chichester Street
Belfast

Report on North-western Region

THE Lancashire and Merseyside Industrial Development Association has published a report on development prospects and needs in the North-western Region which it submitted to the North-west Regional Study Group in June. The Study Group began its work in March 1964, following the publication of the Government White Papers on Central Scotland and the North-east and the announcement by the Secretary of State for Industry, Trade and Regional Development that an investigation would be carried out into the problems, prospects and needs of the North-western Region.

Export trade lectures

THE ROYAL SOCIETY of Arts has undertaken responsibility for organizing lectures established from the funds of the former British Export Trade Research Organization with the object of promoting the development of export trade. The lectures are to be given at universities and other centres of learning in the UK in the present academic year.

Leicester to form export research group

THE LEICESTER COLLEGE of Technology announces that it proposes to form an Export Research Group to bring together those who are carrying out research in this field and those who as practising exporters, consultants or teachers, are interested in assisting research and making use of its findings.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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The Board of Trade

Export Service Bulletin

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Export Services Branch Board of Trade
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Exhibitions and Fairs

'My word!' – said Australia

By John Dunscombe, Industrial Correspondent, Central Office of Information.

THE STORY OF British Exhibition Australia which ended its two weeks' run at Sydney's showground last Saturday could fill a book but can be told in a sentence. It was a tremendous success. This is also true of the British Fortnight in Sydney, and of the Military Tournament and Tattoo which was complementary to both other events. Final attendance figures topped half a million – more than at any other event staged by British Overseas Fairs in Europe or America.

Normally, Australians are less than enthusiastic about exhibitions. 'She's on a fortnight so we'll give her a go a week come Friday' is the usual reaction. But not this time. They came on the opening day and they kept coming in their thousands. The main exhibition area on the showground's 71 acres was often as congested as Oxford Circus at rush hour. There were almost permanent queues to see such set pieces as the replicas of the Crown Jewels, to get into the British Government Pavilion or to buy tickets for the Tattoo.

Stands on island sites were engulfed. Literature of all kinds disappeared by the ton. It went on for 12 hours a day, most of the time under a blazing sun so that each Sunday was just a big sigh of relief. Somehow about 12,000 trade buyers managed to get to the things they wanted to see and to do business.

At his final press conference, Sir Norman Kipping, Director of the Federation of British Industries, described the response as 'heart warming.' It was. Even the Sydney cab drivers, oracular as their breed anywhere, changed their minds after the first few days. Some of them had told British visitors: 'You've left it too late, mate.' But day after day they were charging up to the showground in numbers that created a real traffic problem.

HRH Princess Marina, starts a tour of British Exhibition Australia 1964 at the Sydney Showgrounds. She is accompanied by Sir Norman Kipping, chairman of British Overseas Fairs Ltd., Sir Peter Runge, chairman of the exhibition, and Mr. W. P. N. Edwards, C.B.E., managing director of British Overseas Fairs Ltd.

On the last three nights, overflow audiences for the Tattoo were accommodated in emergency seating rigged on the track around the central arena. More than 300,000 people saw that brilliant show and the demand for seats was such that the producer, Brigadier Alasdair Maclean, reckoned it could have gone on for another week playing to full houses.

Few would deny that the exhibition was worth coming to see or that the overall design – to dispel illusions about the nature and quality of Britain's contribution to industrial progress – was achieved. The general standard of presentation at a British overseas show has rarely if ever been higher. The imagination and craftsmanship which went into the Government pavilion 'Britain '64' were reflected in all the big name stands in the six main halls. Vickers, Pye, Rolls Royce, Rio-Tinto, Rank Xerox, Lloyds, Pilkingtons, the Goldsmiths Company, to mention a few, put on shows which won admiring comment from Australia's press, radio and television critics and from visitors of all levels. As for the variety and quality of the consumer and capital products on show, order books now and during the next 18 months are likely to provide adequate testimony.

Of the 400 firms exhibiting, the majority included '(Aust) Pty' in their legends. They were in the main British firms with manufacturing subsidiaries or associate companies in Australia. Others exhibited on the stands of their Australian agents. Most of the firms in the capital goods field already have a sizeable stake in the Australian economy and were there mainly for prestige purposes, to meet old friends and make new contacts.

For service organizations represented by such people as Lloyds, the Port of London Authority, BOAC, Cable and Wireless and the London clearing banks and shipping companies, the exercise was again largely concerned with prestige and information. This they did admirably as many thousands of schoolchildren, students and workaday adults will long remember. The Clearing Banks exhibit of Australian exports to the United Kingdom, for example, was an eye-opener to most Australians.

Immediate sales

One of the many surprises of this Show was that much more business was done than could have been expected in the context of a general exhibition. This was a general comment throughout all the consumer and consumer durable sector and by some of the 'capital' exhibitors. Pye, who have 12 subsidiaries incorporated in New South Wales and Victoria, estimate the value

Scenes during the British Exhibition, Australia, 1964. Left: Some of the vast crowds which streamed through the Food Hall. Right: HE the Governor-General, Lord de L'Isle, joined some children in examining this model of the BOAC VC-10 as he toured the Exhibition.

Mr. J. Nicholson, managing director of AEI Engineering Pty. Ltd., explains some features of the EM6 AEI electronic microscope to HRH Princess Marina.

of business likely to result directly through the Exhibition at more than £119,000. Yet their very effective display, occupying the whole of one hall, was designed purely for prestige purposes.

British Northrop showing towelling and worsted looms are confident of orders in excess of £75,000. They too are strongly based in Australia and were at Sydney primarily to 'meet friends'. Platts of Oldham and Prince Smith and Stells Ltd. of Keighley sold all the textile machinery they had on show and both firms are looking forward to extensive business throughout Australasia. It is worth noting that every mill in Australia sent representatives to see the textile exhibits which included some of the world's finest machines for processing cotton and wool.

Deritend Engineering (Birmingham) sold their carton making machines, Taylor & Challen (Birmingham) their coining presses, Vinten Overseas Ltd. (London) did exceptionally well with their Heron camera crane and scientific camera equipments and all British cars sold well. There have been substantial orders for other capital equipment, details of which cannot yet be revealed.

Immediate results in terms of orders have been unexpectedly good but of far greater importance to exhibitors have been the inter-State contacts which have been made and the decided interest shown by buyers from New Zealand. Literally thousands of specific inquiries are being followed up throughout the whole of Australasia. This was the main purpose of the business side of the exercise, to get production engineers and technicians to this British shop window. It was achieved by a direct mail exercise carried out by British Overseas Fairs, through the efforts of individual firms and through advance publicity. Some exhibitors were almost lyrical in their comments about the magnitude of the response 'Interest beyond all expectations' was a common report by the end of the first week.

The public too

Public interest too has been enormous and likely to have a marked effect on future trading patterns in consumer goods, involving many Anglo-Australian industries and also firms exporting directly from the United Kingdom.

British Food Specialities are a prime example. A small food hall in the showground operated by the David Jones store – one of Sydney's largest – took £110,000 in ten days. In that time one stand alone – Baxters of Scotland – cleared 11½ tons of its canned products including haggis, grouse, pheasant, jams, jellies and other delicacies. Mr. Donald Baxter, head of the family business, was there in kilt to help sell it. A pioneer of food exports, Mr. Baxter claims the Sydney experience proves his point to the hilt. He is staying on in Australia to organize the promotion of these foods on a nation-wide basis.

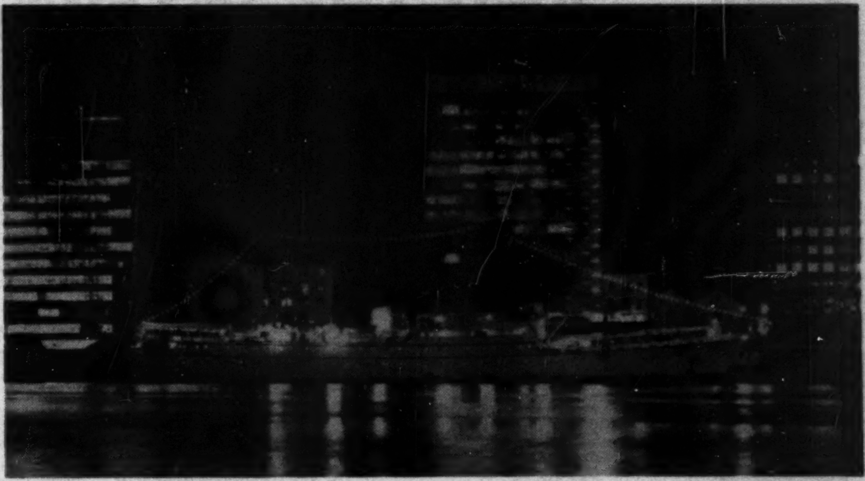
'The Australian taste is fairly unsophisticated', he told me. 'They clearly like what we have brought here and have the money and inclination to buy it.'

Similar though less spectacular reactions were reported in all the consumer fields at the show. Jewellery, gold and silver ware exhibited by the Worshipful Company of Goldsmiths aroused tremendous interest. The designer craftsmen associated with the stand quickly had orders worth about £50,000 and positive indications of a market estimated at £250,000 a year. Lesney Products of London, makers of 'diecast matchbox' toys, landed orders worth £50,000.

This list, indicative of very real interest on the part of the Australian public, could go on without giving any accurate clue to the overall impact. In the majority of cases, orders and firm inquiries were simply passed on to local agents or distributors.

Upsurge in retail stores sales

The same story repeats in all the big Sydney stores and nearly a thousand other retail establishments which collaborated in both trade and cultural sides of the British Fortnight. Detailed reports obtained from every store two days before the exhibition closed revealed a great upsurge in the sale of British products and notably in men's and women's wear, shoes, china, glassware, pottery, carpets, furnishings, textiles of all kinds, toys, foodstuffs, cutlery, kitchenware and tools. Some of the major stores already well known in the London market are increasing their ordering on this basis.



C.S. Retriever (4,218 tons gross) has been moored in Sydney harbour for the period of the British Exhibition. She has been flood-lit each evening and open to the public for inspection. Several thousand visitors to the exhibition have been over the ship. C.S. Retriever, commanded by Captain W. H. Cross, is one of the fleet of cableships owned by Cable and Wireless Ltd., and is based at Suva, Fiji. She took part in the operations to lay the Commonwealth Pacific telephone cable in 1962/3.

But, as the head buyer of one of them pointed out to me, 'It is in the smaller shops that the greatest impact will be felt in the long term. We know about these things. *They* didn't, nor, of course, did the Australians who shop with them. The net result could be quite interesting for the United Kingdom.'

The cultural side of the 'Fortnight' made its own significant contribution in a city where the arts are now being taken very seriously indeed. The exhibitions, concerts, theatre productions, were all well attended and seriously reviewed. Sporting events including car racing added to the lighter side. Among ships visiting Sydney for the occasion, the COMPAC cable system's maintenance and repair ship *Retriever* was both an ambassador and exhibition in one. Many thousands of Australians visited the ship during the time she was moored at Sydney's Circular Quay.

The State Days which brought Premiers, civic leaders and industrialists from all parts of Australia, and the New Zealand Day were the great linking operation over 3 million square miles and across the sea. They were in a real sense family get-togethers. They also provided an excellent opportunity for the top specialists of government and industry to see the exhibition under the best circumstances. Mr. F. B. Arnold, Senior British Trade Commissioner in Australia, in a reference to the State Days at the final press conference in Sydney, said, 'It was enormously good of them to come. We know they have been delighted and impressed.'

Visits of Premiers

Comments made by the visiting Premiers after seeing the show had the ring of conviction. They and their parties were indeed genuinely pleased with what they found at Sydney. The comment of the Hon. Henry E. Bolte, Premier of Victoria, was typical. 'There's quite a kick in the old girl yet', he said. 'It is very heartening to us Australians to see this. We have waited a long time for such a demonstration and now it's here we are absolutely delighted.'

Sydneysiders will cherish many memories of the Exhibition and none more dearly than the two visits of Princess Marina. Her warmth and spontaneity and sense of fun made an immediate impact everywhere she went. Her entourage, swollen by thousands of uninhibited Australians, was one of the great sights of Sydney last week.

For the rest of it the brilliance of the great Anglo-Australian Tattoo, the crowds picnicking in the sun, the warm hearts and cold beer all contributed to the success of Britain's first exhibition in the Commonwealth and the most inspiring overseas venture for a long time.

Australia's press took the exhibition very seriously and found in its content things to criticize as well as to praise. Objective criticism concerned, among other things, the lack of quantity and variety in the range of machine tools on show and the absence of agricultural and wood-working machinery.

These obvious gaps in the machinery sector explained largely by involvement in specialized exhibitions, were none-the-less disconcerting to engineering specialists from Australia's rapidly developing manufacturing industries. But on one thing the verdict was practically unanimous—the exhibition was the best mounted industrial project Australia has ever had.

(*Continued on page 860*)

LONDON INTERNATIONAL ENGINEERING EXHIBITION

AND THE INTERNATIONAL WELDING EXHIBITION

Preliminary list of Exhibitors:

AMF International Ltd.
A.T.A. Engineering Processes Ltd.
A.T.A. (Grinding Processes) Ltd.
Accles & Pollock Ltd.
Acrow (Engineers) Ltd.
Akustische und Kino-Geräte Ges.m.b.H.
Alfa-Laval Co. Ltd.
Allen Gwynnes Pumps Ltd.
Allen, W. H., Sons & Co. Ltd.
Alley Compressors Ltd.
Amot Controls Ltd.
Ampep Industrial Products Ltd.
Amseiko
Anderson Clyde Engineers Ltd.
Anderston Springs Ltd.
Andre Rubber Co. Ltd., The
Angus, George, & Co. Ltd.
Argall Machine Tool Co. Ltd.
Atlas Copco (Gt. Britain) Ltd.
Austrian Federal Economic Chamber (Wirtschaftsfarderungsinstitut)
Auto-Klean Strainers Ltd.
Auto Tempo Meter Co. Ltd.
Automotive Engineering Ltd.
Automotive Products Co. Ltd.
Avery, W. & T. Ltd.
Avica Equipment Ltd.

B.A.L. Ltd.
Barclays Bank Ltd.
Barker Machine Tools & Equipment Ltd.
Bassett-Lowke Ltd.
Baty, J. E., & Co. Ltd.
Bauer (Gt. Britain) Ltd.
Bayham Ltd.
Beakbane, Henry (Fortox) Ltd.
Beldam Asbestos Co. Ltd.
Beldam Packing & Rubber Co. Ltd., The
Benedikt & Jäger, Elektro-Werkstätten
Benson Verniers Ltd.
Billetop & Gilpin Ltd.
Birkett, Francis W. & Sons Ltd.
Birkett, T. M., Billington & Newton Ltd.
Bloctube Controls Ltd.
Blundell, Spence & Co. Ltd.
Bradley, G. & E., Ltd.
Brevetti Pedrazzoli
Brierley, Z., Ltd.
Brissonneau et Lotz
Bristol Tool & Gauge Co. Ltd.
British Aero Components Ltd.
British Ermeto Corporation Ltd.
British LaBour Pump Co. Ltd.
British Precision Diamond Tools Ltd.
British Rototherm Co. Ltd.
British Steel Chain Co. Ltd., The
Broady, Wm., & Son Ltd.
Brockhouse Organization, The
Brooks & Walker Ltd.
Brown, David Corporation (Sales) Ltd.
Brown, Lenox & Co. Ltd.
Brush Electrical Engineering Co. Ltd.
Bryce Berger Ltd.
Budworth, David, Ltd.
Bullfinch (Gas Equipment) Ltd.
Burmeister & Wain
Burndept Electronics Ltd.
Burton Delingpole & Co. Ltd.

C.A.V. Ltd.
Calor Gas Ltd.
Calor Gas (Distributing) Co. Ltd.
Calor-Midgley Ltd.
Canadian Government Exhibition Commission
Canning, W., & Co. Ltd.
Carter Gears Ltd.
Carver & Co. (Engineers) Ltd.
Castrol Ltd.
Catton & Co. Ltd.
Chamberlain Industries Ltd.
Channel Tool Distributors Ltd.
Chesterfield Tube Co. Ltd., The
Christie, W., & Grey Ltd.
Clang Ltd.
Clarke, Chapman & Co. Ltd.
Cobham, Alan, Engineering Ltd.
Cohen, George, Machinery Ltd.
Collectron Ltd.
Comet Pump & Engineering Co. Ltd., The
Coventry Gauge & Tool Co. Ltd.
Coward, William & Co. Ltd.
Cradley Boiler Co. Ltd.
Crofts (Engineers) Ltd.

D.M. Industrial Plastics Ltd.
Dargue Bros. Ltd.
Darlington Chemicals Ltd.
Darlington Forge Ltd., The
Delta Metal Co. Ltd., The
Denison, Saml., & Son Ltd.
Department of Scientific & Industrial Research
Desoutter Bros. Ltd. (including Die Set Division)
Desoutter Gmbh (Frankfurt)
Desoutter Lang Pneumatic Ltd.
Desoutter Products Ltd.
Deuta Werke
De. Vries L. & Son (Diamond Tools) Ltd.
Diagrit Diamond Tools Ltd.
Diesets Ltd.
Drysdale & Co. Ltd.

Edwards, F. J., Ltd.
Elge—Erzeugung Elektronischer und Elektrischer Gerate Ges.m.b.H.
Elliott, B. Machinery) Ltd.
Elliott Brothers (London) Ltd.
Elliston, Evans & Jackson Ltd.
Engineer, The
Engineering Ltd.
Engineers Digest
English Electric Co. Ltd., The, A.E.D. Div.
English Electric Co. Ltd., The, Clayton Steam Generators Div.
English Steel Corporation Ltd.
Engrenages et Reducteurs (Engrenages Citroën et Etablissements Robert Messian Réunis)
Erme-Werke GmbH
Eumig Elektrizitäts- u. Metallwaren-Industrie
Extended Surface Tube Co. Ltd., The

Felco Hoists Ltd.
Fenner, J. H., & Co. Ltd.
Fiberglide Gleitlager GmbH
Film Colling Towers (1925) Ltd.
Firma Binder & Co.
Fleming, Birkby & Goodall Ltd.
Flight Refuelling Ltd.
Florenz Josef, Waagen u. Gewichtefabr. AG.
Fluidrive Engineering Co. Ltd.
France. Comite Permanent des Foires et Manifestations Economiques a l'Etranger
Frank & Dvorak, Ing.
Fram Filters Ltd.
Fraser & Fraser Ltd.
Frye Machine Tool Co. Ltd.
Fuller Electric Limited

Garringtons Ltd.
Gas Council, The
Gascoignes (Kee Klamps) Ltd.
Gate Machinery Co. Ltd.
Gauge & Tool Makers Association, The
Glacier Metal Co. Ltd., The
Gould, J. S., Ltd.
Grey & Rushton (Precision Tools) Ltd.
Grinding Improvements (Edinburgh) Ltd.

H.M.C. Wheels Ltd.
Haddon Cables Ltd.
Haddon Companies
Haddon Transformers Ltd.
Hall & Hall Ltd.
Hall Engineering Ltd.
Hamworthy Engineering Ltd.
Harland & Wolff Ltd.
Harvey Fabrication Ltd.
Harvey, G. A., Group of Companies, The
Harvey, G. A., Group Services Ltd.
Harvey, G. A., Office Furniture Ltd.
Harvey Perforators & Weavers Ltd.
Hauke Rudolf, Dipl. Ing.
Headland, Thos. P., Ltd.
Heid Ag. Maschinenfabrik
Hilmor Ltd.
Hindmarch, T., & Co. Ltd.
Hingley, N., & Sons Ltd.
Holroyd, John & Co. Ltd.
Holt & Mosedale Ltd.
Horstmann Gear Co. Ltd.
Howden, James, & Co. Ltd.
Hoyt Metal Co. of Great Britain Ltd., The
Hunt, R., & Co. Ltd.
Hydraulics & Pneumatics Ltd.

Imhof, Alfred, Ltd.
Ina Needle Bearings Ltd.
Industrial & Commercial Finance Corpn. Ltd.
International Nickel Co. (Mond) Ltd., The

J.L.S. Engineering Co. Ltd.
James, W. E., & Sons (Precision Engrs.) Ltd.
Jungfer, Dr. Leopold Akkumulatorenfabrik

K. & L. Steelfounders & Engineers Ltd.
Kabelschlepp GmbH
Kangley Precision Products Ltd.
Keeton, Sons & Co. Ltd.
Kennedy, W., Ltd.
Keraplatt, Fassaden-, Wand-, u. Fusbodenverkleidungen, Ges.m.b.H.
Kincaid, John G., & Co. Ltd.
Kingsland Engineering Co. Ltd., The
Kleen-e-ze Brush Co. Ltd., The
Klinger, Richard, Ltd.

Lang Pneumatic Ltd.
Laurence Scott & Electromotors Ltd.
Levene William Ltd.
Libraco Ltd.
Light & Power Accessories Co. Ltd., The
Linatex Kg. Chemie—u. Anlagenbau
Lindley, C., & Co. Ltd.
Linvar Ltd.
Liquefied Pressure Gases Ancilliary Services Ltd.
Lloyds Bank Ltd.
Lockheed Precision Products Ltd.
Lohnerwerke Ges.m.b.H.
Lombank Ltd.
London Metal Warehouses Ltd.
London & Midland Steel Scaffolding Co. Ltd., The
Lucas Industrial Equipment Ltd.
Lucas, Joseph, Ltd.
Lucas, Joseph (Electrical) Ltd.

M.B.C. (Office Systems) Ltd.
M.P.J. Gauge & Tool Co. Ltd.
Machinery Publishing Co. Ltd.
Macready's Metal Co. Ltd.
Malone Precision Tool Co. Ltd.
Marcar, Alexander & Co. Ltd.
Marchetti Peter, Dipl. Ing.
Marconi Co. Ltd., The
Marshall, Peter (Valves) Ltd.
Martins Bank Ltd.
Martonair Ltd.
Marwin (Anstey) Ltd.
Matchless Machines Ltd.
Maybrey, H. J., & Co. Ltd.
Metalurgical Radiologists Ltd.
Metco Ltd.
Metron Ltd.
Midland Bank Ltd.
Mingori-Paris
Ministry of Defence (R.N.), The
Miracle Sprayers (Distributors) Ltd.
Mistral Spray Guns Ltd.
Mitchell, Shackleton & Co. Ltd.
Mobil Oil Co. Ltd.
Modern Wheel Drive Ltd.
Mono Pumps Ltd.
Morrison, Marshall & Hill Ltd.
Mountford, John & Co. Ltd.
Myford Ltd.

National Provincial Bank Ltd.
New Era Publishing Co. Ltd.
New Welbeck Ltd.
Newalls Insulation Co. Ltd.
Non-Ferrous Heat Treatments Ltd.
Norgren, C. A., Ltd.
Northern Rubber Co. Ltd., The

Oil-Operated Gears & Transmissions Ltd.
Osmond, A. S., Ltd.

Pearson Machine Tool Co. Ltd.
Pegler & Louden Ltd.
Pels, Henry, & Co. Ltd.
Pitter Gauge & Tool Co. Ltd.
Plannair Ltd.
Plus Gas Co. Ltd.
Polish Chamber of Foreign Trade
Porter, H. K., Co. (Gt. Britain) Ltd.
Powder Couplings Ltd.
Powell, C. B., Ltd.
Powell Mfg. Co. (Coventry) Ltd.
Power Petroleum Co. Ltd., The
Power Unit Engineering Ltd.
Press & Shear Machinery Co. Ltd., The
Purefoy Unit Tooling Ltd.

Qualcut Tools Ltd.

Radco Boilers Pty. Ltd.
Ranger Instrument Co. Ltd., The
Rank Taylor Hobson
Rank Xerox Ltd.
Ratcliffe, F. S. (Rochdale) Ltd.
Rawlplug Co. Ltd., The
Regent Oil Co. Ltd.
Reiter Heinrich Kg.
Renold Chains Ltd.

Reynolds Tube Co. Ltd.
Rhodes, B., & Son Ltd.
Richards & Ross Ltd.
Rockwell Machine Tool Co. Ltd.
Rotax Ltd.
Rushworth & Co. (Sowerby Bridge) Ltd.

Saache, H., Ltd.
Saunders Valve Co. Ltd.
Schoeller-Bleckmann Stahlwerke Ag.
Schrack E., Elektrizitäts Ag.
Serck Radiators Ltd.
Service Electric Co. Ltd.
Sharples Centrifuges Ltd.
Sheet Metal Machinery Co. Ltd.
Shell-Mex & B.P. Ltd.
Shipston Engineering Co. Ltd.

OLYMPIA & EARLS COURT LONDON 21-30 APRIL 1965

Occupying a million square feet of space, the London International Engineering Exhibition returns to Olympia and Earls Court next year. The products of more than one thousand exhibitors from the British Commonwealth, the U.S.A., Japan and almost every country in both East and West Europe will form the largest array of engineering equipment and techniques ever assembled in the United Kingdom.

The International Welding Exhibition will occupy the whole of the National Hall, Olympia, forming a significant and integral part of the Exhibition.

An important section of the exhibition will be that devoted to internal combustion engines and ancillary equipment.

An International Trade Centre will again be located at Earls Court, where commercial information offices may be established by any country, whether exhibiting or not.

Siemens & Halske Ges.m.b.H.
Silentbloc Ltd.
Simat Ltd.
Simms Motor Units Ltd.
Simplifix Couplings Ltd.
Slee Semiconductor Equipment Co. Ltd.
Smith, S. and Sons (England) Ltd.
Smiths Jig & Tool Co. Ltd.
Société Alsacienne de Constructions Mécaniques
Solo Industrien Ag.
South London Electrical Equipment Co. Ltd.
South London Engineering Ltd.
Southern Instruments Ltd.
Spanner Boilers Ltd.
Specialloid Limited
Spiral Tube & Components Co. Ltd., The
Starrett, L. S., Co. Ltd.
Ste-Co Products Ltd.
Stewarts & Lloyds Ltd.
Stewarts & Lloyd Plastics Ltd.
Stothert & Pitt Ltd.
Stream-Line Filters Limited
Sudwestdeutsche Labor—Einrichtungen —Elektrotechnik. GmbH
Sundstrand Sanders Ltd.
Super Oil Seals & Gaskets Ltd.
Supreme Oil Burners Ltd.
"Syren & Shipping" Ltd., The

T.I. Stainless Tubes Ltd.
Taylor, George, & Son (Engineers) Ltd.
Taylor, Samuel & Sons (Brierley Hill) Ltd.
Teddington Aircraft Controls Ltd.
Tedson, Thornley & Co. Ltd.
Telehoist Ltd.
Telektron (Gt. Britain) Ltd.
Tellus Super Vacuum Cleaner Ltd.
Tensator Ltd.
Thor Tools Ltd.
Thornycroft, John I., & Co. Ltd.
Times Machinery Co. Ltd.
Tolimit Gauges Ltd.
Towler Brothers (Patents) Ltd.
Transport Dynamics Inc.
Trennjaeger (Gt. Britain) Ltd.
Trent Components Ltd.
Trent Valve Co. Ltd., The
Trucast Ltd.
Tube Products Ltd.
Tubeman Stainless Ltd.
Tubes Ltd.
Turner Bros. Asbestos Co. Ltd.
Turner Manufacturing Group
Twiflex Couplings Ltd.
Tyrolit Schleifmittelwerke

Unbrako Socket Screw Co. Ltd.
United Dominions Trust Ltd.
United States of America Dept. of Commerce
United States Metallic Packing Co. Ltd.
Universal Metallic Packing Co. Ltd., The

Varley—F.M.C. Ltd.
Vereinigte Osterreichische Eisen- und Stahlwerke Aktiengesellschaft
Victaulic Co. Ltd., The
Voith J. M. Ag. Maschinenfabrik
Vokes Bergen Genspring Limited
Vokes Ltd.

W.D.S. Tooling Aids Ltd.
Wade Engineering Ltd.
Walker, James & Co. Ltd.
Waller Engineering Ltd.
Ward, Thos. W., Ltd.
Weatherhead Mfg. Co. (England) Ltd.
Weir, G. & J., Ltd.
Weir, G. & J. Holdings Ltd.
Weir Pacific Valves Ltd.
Weldall & Assembly Ltd.
Wellworthy Ltd.
Westfalia Separator AG.
Westminster Bank Ltd.
Weston, Charles, & Co. Ltd.
Weston, Charles of Canada Ltd.
Wicksteed, Charles & Co. Ltd.
Wigglesworth, Frank, & Co. Ltd.
Wilmot Breeden (Truflo) Ltd.
Windley Bros. Ltd.
Wood Bros. & Co. (Gaskets) Ltd.
Wye Foundry Company Ltd.

Zuckermann KG., Maschinenfabrik
Zwicky Ltd.

Internal Combustion Engine Section

A.E.C. Ltd.
Allen, W. H., Sons & Co. Ltd.
Austin Motor Co. Ltd., The

Bergius-Kelvin Co. Ltd., The
Blackstone & Co. Ltd.
Bristol Siddeley Engines Ltd.
British Brown-Boveri Ltd.
British Deutz Ltd.
British Internal Combustion Engine Manufacturers' Association
British Polar Engines Ltd.

Coventry Victor Motor Co. Ltd.
Crossley Brothers Ltd.
Crossley-Premier Engines Ltd.

Davey Paxman & Co. Ltd.
Dorman, W. H., & Co. Ltd.
Doxford & Sunderland Shipbuilding & Engineering Group, The
Doxford, William, & Sons (Engineers) Ltd.

English Electric Co. Ltd., The

Fodens Ltd.

G.M. Power Plant Co. Ltd.
Gardner Engines (Sales) Ltd.

Hawker Siddley Group Ltd.
Hill, Thomas (Rotherham) Ltd.
Hirth Motoren

Kloeckner-Humboldt-Deutz A.G.
Kracko, A., Ltd.

Leyland Motors Ltd.
Lister Blackstone Marine Ltd.
Lister, R. A., Co. Ltd.

Mirrlees-National Ltd.

Napier, D., & Son Ltd.

Onan Division of Studebaker Industries Inc., The

Petters Ltd.

Rolls-Royce Ltd. Oil Engine Division
Ruston & Hornsby Ltd.

Self-Changing Gears Ltd.
Standard-Triumph International Ltd.
Sunderland Forge & Engineering Co. Ltd., The

Transport Equipment (Thornycroft) Ltd.

Volkswagen Motors Ltd.

Walsingham Steel Co. Ltd.

Yanmar Diesel Engine Co., The

The International Welding Exhibition

A1 Welders Ltd.
A.R.O. Machinery Co. Ltd.
Air Products Ltd.
Assembly & Fasterner Methods

Bode, F., & Son Ltd.
British Federal Welder & Machine Co. Ltd.
British Industrial Gases Ltd.
British Oxygen Co. Ltd., The
British Welding Research Association

Cooper Electroheat Ltd.
Crompton Parkinson (Stud Welding) Ltd.

Delapena & Son Ltd.
Deloro Stellite Ltd.
Distillers Co. Ltd., The

English Electric-Arc Welding Co. Ltd.
Eutectic Welding Alloys Co. Ltd.

Fuller Electric Ltd.

Haddon Companies
Haddon Electric Welding Machines Ltd.
Hägglund & Söner Aktiebolaget
Hancock & Co. (Engineers) Ltd.
Herbert, Alfred, Ltd.
Hirschmann, F., Ltd.
Hirst Electronic Ltd.
Holden & Hunt Ltd.

Imperial Chemical Industries Ltd.

Johnson Metal Co. Ltd., The

K.S.M. Stud Welding Ltd.
Kerry's (Ultrasonics) Ltd.

Lincoln Electric Co. Ltd.
Linderfort Ltd.

Max Arc Ltd.
Meritus (Barnet) Ltd.
Messer Industrial Engineering Ltd.
Milne, C. S., & Co. Ltd.
Murex Welding Processes Ltd.

N.P.W. (1963) Ltd.

Oerlikon Electrodes (Great Britain) Ltd.

Philips Welding Ltd.
Planet Welding Equipment Ltd.
Pollock & Peel Ltd.
Portable Welders Ltd.
Pullmax Ltd.

Radyne Ltd.
Rockweld Ltd.
Ross, Donald, & Partners Ltd.
Rubery, Owen, & Co. Ltd.

Schlatter, H. A., Ltd.
Sciaky Electric Welding Machines Ltd.
Siemens-Schuckert (Great Britain) Ltd.
Solar Tool & Die Co. Ltd.
Steelweld Ltd.
Suffolk Iron Foundry (1920) Ltd.

Ultrasonoscope Co. (London) Ltd.
Union Carbide Ltd.

Walsh, James, J., & Sons Ltd.
Watson & Sons (Electro-Medical) Ltd.
Welding & Metal Fabrication
Welding Equipment Service Co. Ltd.
Welding Industries Ltd.
Weltronic Co. Ltd.
Wire Machinery Ltd.

Further information may be obtained from the organisers:

F. W. Bridges & Sons Ltd.,
Commonwealth House,
1-19 New Oxford Street,
London, W.C.1, England.

Telephone: CHAncery 9011

Cables: INDATFA LONDON WC1

Sponsored by:

The London Chamber of Commerce

LONDON
INTERNATIONAL
ENGINEERING
EXHIBITION
AND THE INTERNATIONAL
WELDING EXHIBITION
OLYMPIA & EARLS COURT
LONDON
21-30 APRIL 1965

'Best enterprise of its kind'

—Sir Norman Kipping

'The whole enterprise was large in scale, varied in scope and notable for the design and quality both of the products and of their display. Apart from being the largest, it was also the best enterprise of its kind that Britain has yet done,' Sir Norman Kipping, Director-General of the Federation of British Industries, told a London press conference on October 12. He continued: 'There is no doubt whatever that it has deeply impressed New South Wales and also the leading people in other States who were flown in for a series of State Days. It has absolutely removed an impression which had been growing that our scientific lead had been slipping, for a majority of the stands were displaying very new things. This was true not only of the engineering and electronic displays but also of many of the consumer goods displays, where new designs attracted much interest.

'The British Government pavilion presented some aspects of our current scientific discoveries in a way that is not possible for the individual manufacturer. It was a most valuable part of the exhibition.'

Sir Norman said that the combination, within the 210 acre Sydney showground, of the exhibition spread over seven principal halls, with the splendid tattoo in the arena, proved a great success. Each helped the other. 'Britain's soft touch is cloaking the hard sell,' said one press headline. The tattoo cast was roughly a half from British armed forces (mobilized from Aden, British Guiana, Malaya, Borneo and the home base) and a half from Australian forces. Their performances, partly of traditional ceremonies and partly of contemporary acts, were received with emotion. Against such a background, the high quality and impressive spread of the exhibition fell naturally into place. They combined in establishing that valuable intangible which businessmen call 'goodwill'.

'Our countless friends in Australia had been praying for some miracle that would restore Britain's image and show their children the pride and excitement of being British. It must not be too long before we devise and carry out another enterprise there.

'Apart from the quality of the shows themselves, we were helped by lovely weather (the only two wet days fell on the days when no tattoo performance was scheduled) and by excellent coverage by press, broadcasting and television. Everything therefore combined to arouse such public interest as to reward the exhibitors for their efforts. New contacts were made and serious inquiries logged in all industrial sections, while in the consumer sections public response in the stores and shops led to an immediate upsurge of trade in such sectors as men's wear, women's wear, shoes, china and glassware, pottery, carpets, toys, foodstuffs and other categories. By the time I left the small Food Hall in the showground had taken £110,000.'

At an earlier Press conference in Sydney, Sir Norman Kipping, said that the exhibition demonstrated British ideas on display with the same quality and imagination that went into the products themselves. Trading results had been excellent. One feature was the immediate upsurge of British consumer goods bought by the Australian public. This embraced every consumer line displayed at the exhibition and more than 1,000 retail establishments, including all main stores throughout Sydney.

'Even a small British food store in the showground, selling anything from sloe gin to haggis, kippers, and English-style bread, has taken £110,000. One stand has sold 11½ tons of tinned haggis, grouse, marmalade, and other specialities,' he said. More than 100 trade buyers had signed contracts for continuing supplies of British food specialities. The tremendous interest in British gold and silverware was expected to mean business worth more than £A250,000 (£200,000) a year.

Many stands, including those in the textile machinery section, had sold out completely. There had also been brisk selling of all kinds of electronic, mechanical, and scientific equipment.

The exhibition, culmination to a two years' trade drive, is to be followed up by a planned operation involving the British Trade Commission in Australia, the Australian-British Trade Association, and Action Councils of Australian and British businessmen. Six trade commissioners are to fly to Britain to advise industrialists about specific opportunities in Australia. The Action Councils of both countries are to meet in Britain later this year.

Sir William Oliver, British High Commissioner in Australia, spoke of the exhibition as the end of the beginning. He hoped that with the debris swept away after the exhibition closed would go the last remnants of the false concept of Britain. 'I would like to feel that, though some Australians will still call us the old country, none will call us an old country,' he said.

BICC Exhibit

British Insulated Callender's Cables Limited point out that our correspondent Mr. John Dunscombe reporting from Sydney on the British Exhibition Australia (October 2 issue, page 725) was mistaken in stating that their exhibit included examples of the Cook Strait submarine power cable, which has not yet been laid. The BICC exhibit emphasised high voltage land cables and other products.

West Berlin to see British spring fashions

West berliners will be given a preview of some British spring fashions for 1965 when the Fashion House Group of London, in collaboration with the Board of Trade, stages a show in the city's Kongress Halle on October 18 and 19. This will be during the period of Berlin's 'Fashion Week' when retailers from all over West Germany will be visiting the city.

Twelve member-firms of the group are flying out to show nearly 200 garments in presentations in which 18 British girls will model day and evening dresses, suits, coats and raincoats, knitwear, leather and leisurewear valued at over £6,000.

The British presentation will open with a gala fashion parade and reception on the first evening when Herr Willy Brandt, Governing Mayor of West Berlin, with Frau Brandt, and Sir Frank Roberts, British Ambassador in Bonn, with Lady Roberts, will be among the 1,200 guests. The next day buyers will have an opportunity of examining the garments and comparing styles, quality and prices before placing their orders. In the evening there will be a charity mannequin parade open to the public, which will be held in aid of the West Berlin branch of the German Red Cross.

This will be the first time that the Fashion House Group of London has organized a fashion show in West Germany.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

Because *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Outside Europe . .	*Oct.* 2	*Jan.* 1
Europe . . .	*Sept.* 4	*Dec.* 4
United Kingdom . .	*Aug.* 7	*Nov.* 6

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2791, *Germany and Scandinavia*: 2783, *France Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa*: 2792. *United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

• *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Additions to Classified Lists.

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on October 2, September 4 and August 7 respectively.

EUROPE

Additions:

Paris: caravan exhibition – January 7-17, 1965.
• Apply, Spodex, 149 rue Saint-Honore, Paris 1.

Paris: fancy leather and travel goods fair – January 17-22, 1965.
• Apply, Salon de la Maroquinerie et Articles de Voyage, 6 rue Beranger, Paris 3e.

Hamburg: boat show – January 21-26, 1965.
• Apply, Planten un Blomen Ausstellungspark der Freien und Hansestadt Hamburg, Am Dammtor, Hamburg 36.

Paris: international festival of sound – March 11-16, 1965.
• Apply, M. Boissinot, Commissaire-General, 14 rue de Staël, Paris 15e. (Tel. SEG 35.06).

Lyons: international woodworking machinery exhibition – March 20-29, 1965.
† Apply, Commissariat General, Comite Intersyndical Expobois, 150 Boulevard Bineau, Neuilly-sur-Seine. (Tel. LEC 99.09).

Paris: international winter sports exhibition – March 28-April 1, 1965.
• Apply, The President, 1 place Jacqueline-Marval, Grenoble. (Tel. 44.00.90).

Copenhagen: international trade fair (consumer goods) – October 15-24, 1965.
Apply, Fair Secretariat, Copenhagen Trade Fair, 1965, 2 Trommesalen, Copenhagen V. Tel. BYen 9787.

Copenhagen: 6th international A.I.D.A. congress and exhibition (food) – June 23-July 3, 1966.
Apply, General Secretariat, A.I.D.A. Congress, 2 Trommesalen, Copenhagen V.

THE CITY OF STEEL SELLS TO THE WORLD

The City of Steel at Port Talbot, headquarters of The Steel Company of Wales, has the capacity to produce more than 3,000,000 tons of ingot steel a year. Last year the Company achieved world exports to 69 countries worth £35½ million. This accounted for 34% of all Britain's sheet steel exports and 73% of her tinplate exports.

Steel for the World from Wales

THE STEEL COMPANY OF WALES LIMITED

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

UK loan to Pakistan for ships

UNDER AN AGREEMENT signed in Karachi on October 13 the British Government has made a loan of £2,800,000 to the Government of Pakistan to finance the purchase from Britain of two new 17-knot cargo/passenger ships of about 6,000 tons dead weight to be used to improve coastal shipping services.

The Agreement was signed by Mr. S. Osman Ali on behalf of the Government of Pakistan, and by Sir Morrice James, the British High Commissioner, on behalf of Britain.

The loan has a repayment period of 15 years and has been made under Section 3 of the Export Guarantees Act 1949. It has been given outside the Consortium on Aid to Pakistan.

Benelux and Hungary

A FIRST PROTOCOL to the three-year trade agreement for the period 1963 to 1965 between Hungary and the Benelux countries has been concluded in Brussels. It establishes quotas for the period for the twelve months ending December 31, 1964. There have been changes in certain quotas (mainly increases) compared with 1963.

Benelux exports to Hungary enjoying increased quotas include: agricultural goods, wool, wool combings and waste, cotton rags and waste, synthetic fibres and yarns, photographic materials, pharmaceutical products, machinery and electrical products and components.

Hungarian exports to the Benelux countries, the quotas for which have been increased, include: agricultural products, meat products, clothing, footwear, furskins and furs, pharmaceutical products, non-electrical machinery, tools and products, and sport and camping articles.

The text of the above-mentioned First Protocol (in French) may be seen at the Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

Note: A previous notice on the three-year trade agreement for the period 1963 to 1965 between Hungary and the Benelux countries was published in the *Board of Trade Journal* of October 25, 1963, page 922.

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to about 1,300 leading Japanese industrialists and importers.*

British Trade and Industry *is financed in part by the advertising placed in it by British exporters. It forms a useful and inexpensive medium for firms interested in the Japanese market. Rates are £12 for a half page or £20 for a full page* (10 ins. × 7 ins.), *payable in sterling in London. Copy can be translated into Japanese at no extra cost. Further details can be obtained by writing to: The Commercial Department, British Embassy, 1 Ichibancho, Chiyoda-ku, Tokyo, Japan.*

Lebanon and Saudi Arabia

A COMMERCIAL AGREEMENT has been concluded between the Lebanon and Saudi Arabia. This provides for the exchange of personnel and capital and the encouragement of tourism. It also exempts certain goods from custom duties, including various agricultural products and textiles, and reduces the tariff by two thirds on certain manufactured goods.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

Swedish credit for India

UNDER AN AGREEMENT signed in Stockholm on September 29, the Swedish Government has made a loan of £2.6 million to the Indian Government, of which £0.86 million will be extended as grants in kind and £1.73million as a development credit.

Orders for imports to be financed out of the proceeds of the development credit may be placed in any country.

Hints to businessmen visiting Denmark

A REVISED EDITION of the booklet on Denmark has been published in the series of *Hints to Business Men*.

British businessmen who intend visiting this country can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

British commercial representative now in Georgetown, British Guiana

A BRITISH TRADE COMMISSION OFFICE has now been opened in Georgetown, British Guiana, under the charge of Mr. A. S. Payne, an Assistant British Trade Commissioner who will be responsible to the Principal British Trade Commissioner in Port of Spain.

The address of the office is: British Trade Commission, 44 Main Street, P.O. Box 625, Georgetown, British Guiana. (Tel. 2881/2/3).

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given in page vi of April 24 issue.

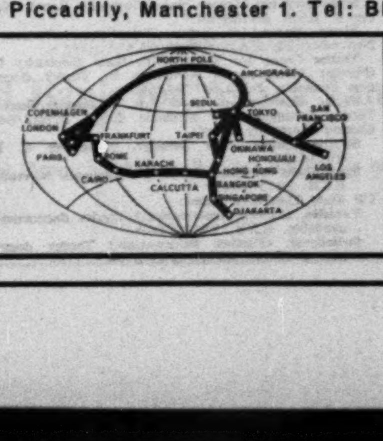
TOKYO
Cairo
Karachi
Calcutta
BANGKOK
Copenhagen
Singapore
PARIS
DJAKARTA
Frankfurt
JAL

PHONE HYDE PARK 3831 FOR FULL DETAILS ABOUT FOUR-TIMES WEEKLY TOKYO FLIGHTS AND TWICE WEEKLY FLIGHTS TO OTHER DESTINATIONS.

JET COURIER CARGO SERVICE

JAPAN AIR LINES 8 Hanover St., London W1.
15 Piccadilly, Manchester 1. Tel: BLAckfriars 4891

For a copy of our latest booklet "Jet Courier Cargo Information", apply to Dept. I at our London address.


NORTH POLE
ANCHORAGE
SEOUL
TOKYO
SAN FRANCISCO
COPENHAGEN
LONDON
FRANKFURT
TAIPEI
OKINAWA
HONOLULU
PARIS
ROME
KARACHI
HONG KONG
BANGKOK
LOS ANGELES
CAIRO
CALCUTTA
SINGAPORE
DJAKARTA

TOKYO 1964

Official Airline for the XVIII Olympiad

HAL.7465

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

AUSTRALIA

Dam Constructional Project for Government of South Australia. (Further Information.) E.S.B. 26943/62.

Research Equipment and Scientific for Postmaster-General's Department, Melbourne. November 26. E.S.B. 28863/64.*

BURMA

Electrical Equipment for Electricity Supply Board. November 16. E.S.B. 28505/64.*

Oils and Greases for People's Oil Industry. October 30. E.S.B. 28814/64.*

People's Stores Corporation:

- **Fire Hose and Extinguishers.** November 12. E.S.B. 28880/64.*
- **Echo Sounder.** November 12. E.S.B. 29160/64.*
- **Chemicals.** November 13. E.S.B. 29161/64.*
- **Paint and Paint Making Materials.** November 15. E.S.B. 29162/64.*
- **Steel Rope and Accessories.** November 12. E.S.B. 29188/64.*
- **Brushes (Bristle and Wire).** November 11. E.S.B. 29187/64.*
- **Raw Medicines.** November 16. E.S.B. 28822/64.*
- **Bedsteads: Springs (Bedstead).** October 31. E.S.B. 28879/64.*
- **Fire Hose.** November 12. E.S.B. 29189/64.*
- **Tape Recorder; Radio Receivers; Lamp Ballast.** November 9. E.S.B. 28513/64.*
- **Wire.** November 15. E.S.B. 28509/64.*
- **Metal Polish** for November 24. E.S.B. 28510/64.*
- **Chemicals.** November 5. E.S.B. 28511/64.*

CANADA

AGSR Conductor for British Columbia Hydro and Power Authority. November 17. E.S.B. 28888/64.*

CEYLON

Building Materials for Ministry of Land. December 22. E.S.B. 28542/64.*

Concrete Mixer for Ministry of Commmnication. October 28. E.S.B. 28521/64.*

COLOMBIA

Transformers for Empresa de Energia Electrica de Bogota. December 1. E.S.B. 29110/64.

Construction of a Bridge for Ministry of Public Works. January 29, 1965. E.S.B. 28813/64.

COSTA RICA

Departmento de Licitaciones Publicas:

- **Medicines and Chemical Products.** October 30. Press notice (in Spanish) available. E.S.B. 29134/64.*
- **Medicines and Chemical Products.** October 30. Press notice (in Spanish) available. E.S.B. 29133/64.*

El Instituto Costarricense de Electricdad:

- **Galvanized Steel Tubes.** November 11. E.S.B. 28827/64.*
- **Goods Lifts.** November 3. E.S.B. 28504/64.*
- **Steel Sheets.** November 10. E.S.B. 28828/64.*

EGYPT

Printing and Photographic Machinery for Telecommunications Organization. November 2. E.S.B. 28823/64.*

Egyptian Railways:

- **Diesel Electric Locomotives.** Egyptian Railways. November 16. E.S.B. 29105/64.
- **Insulating Fishplates.** November 5. E.S.B. 28818/64.
- **Lenses.** November 7. E.S.B. 28819/64.
- **Steel.** November 7. E.S.B. 28821/64.

FORMOSA

Central Trust of China:

- **Valves: Steel Fittings.** October 28. E.S.B. 28545/64.*
- **Laboratory Equipment.** October 29. E.S.B. 28560/64.*
- **Wool.** November 5. E.S.B. 28562/64.*
- **Measuring Instruments.** October 30. E.S.B. 28579/64.*
- **Ball Mill.** October 30. E.S.B. 28580/64.*
- **Control Switches.** October 29. E.S.B. 28581/64.*
- **Switch Board.** November 2. E.S.B. 29152/64.*
- **Carbon Rings.** October 31. E.S.B. 29156/64.*
- **Wire Slings; Thermometers; Steel Bolts.** November 2. E.S.B. 29157/64.*
- **Chemicals.** November 2. E.S.B. 29159/64.*
- **Condenser Tubes.** November 2. E.S.B. 28891/64.*
- **Cable Accessories.** November 2. E.S.B. 28892/64.*
- **Relief Valves.** November 3. E.S.B. 28893/64.*
- **Transformer; Control Panel; Circuit Breaker.** October 30. E.S.B. 29153/64.*
- **Flanges.** October 30. E.S.B. 29154/64.*
- **Steel Pipe.** October 30. E.S.B. 29155/64.*

GABON

Road Works for Le Ministre des Travaux Publics. (Further Information.) E.S.B. 11514/64.

GREECE

Ministry of Trade:

- **Fire Fighting Pumps.** October 30. E.S.B. 28810/64.*
- **Fire Fighting Equipment.** December 4. E.S.B. 28830/64.*
- **Vehicles.** December 4. E.S.B. 29135/64.*
- **Contractor's Plant.** November 11. E.S.B. 28806/64.*
- **Contractor's Plant.** November 11. E.S.B. 28807/64.*
- **Paper.** November 16. E.S.B. 28808/64.*
- **Vehicles.** October 29. E.S.B. 28809/64.*
- **Stamp Cancelling Machines.** (Re-issue of tender.) Closing date now October 30. E.S.B. 15944/64.*

INDIA

Boiler Tubes for Bombay Port Trust Stores Department. November 10. E.S.B. 28838/64.

Generating Machinery; Switchgear for Madras Electricity System. (Further Information.) Closing date postponed to October 31. E.S.B. 15241/64.*

Insulators and Accessories for Rana Pratap, Sagar & Kota. November 2. E.S.B. 29102/64.

Oil Purification Equipment for Government of Maharashtra. (Further Information.) Tender documents now available. November 9. E.S.B. 27111/64.*

Pumps for Neyveli Lignite Corporation. (Further Information.) Closing date postponed to October 28. E.S.B. 25565/64.*

Railway Transport Equipment for Railway Board. November 24. E.S.B. 29101/64.

Sluice Gates for Nagarjunasagar Dam. (Further Information.) Closing date postponed to October 30. E.S.B. 17686/64.

Sub-Station Bus-Bar Equipment for Punjab State Electricity Board. (Further Information.) Closing date postponed to November 16. E.S.B. 23318/64.*

Survey Launch for Mormugao Port Trust. (Further Information.) Tender documents now available. November 6. E.S.B. 27758/64.*

Switchgear for Mysore State Electricity Board. November 9. E.S.B. 29108/64.*

Tissue Paper for Indian Telephone Industries Ltd. November 20. E.S.B. 28815/64.*

Trailer Crane for Maharashtra State Electricity Board. (Further Information.) November 9. Tender documents now available. E.S.B. 27754/64.*

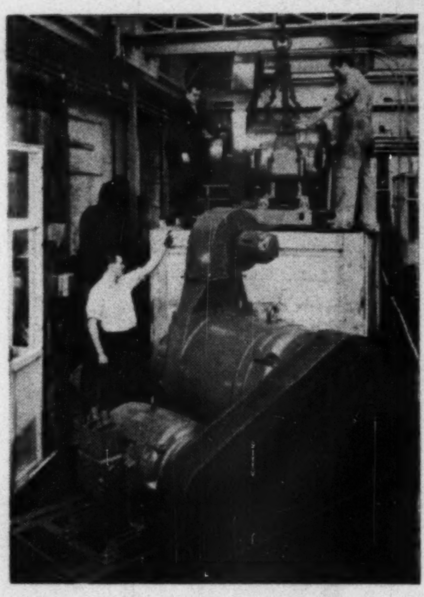
Water Distribution Units for Hindustan Steel Ltd. Tender documents now available. E.S.B. 27522/64.*

Gujarat Electricity Board:

- **Section Cutter Type Dredger.** November 6. E.S.B. 29114/64.
- **Spare Parts for Coal Handling Equipment.** November 3. E.S.B. 29115/64.

UP State Electricity Board:

- **Vehicles.** (Further Information.) Tender documents now available. E.S.B. 25372/64.*
- **Switchgear.** (Further Information.) Tender documents now available. E.S.B. 25373/64.*



Frequency chamber being packed for shipping at the Huddersfield works of Brook Motors Ltd. The company recently announced that export orders are up by 50 per cent on previous years.

Beas Purchasing Organization:

- **Vulcanizing Machine.** November 9. E.S.B. 29107/64.*
- **Wrenches; Sockets and Joints.** November 9. E.S.B. 29104/64.

Atomic Energy Establishment, Trombay:

- **Microfilters.** November 9. E.S.B. 28896/64.*
- **Pumps (Gas Argon).** November 6. E.S.B. 28899/64.*
- **Pump.** November 3. E.S.B. 28897/64.*
- **Electrical Resistivity Monitor.** (Further Information.) E.S.B. 27386/64.*
- **Pump.** October 29. E.S.B. 28898/64.*
- **Profilometer.** (Further Information.) Tender documents now available. E.S.B. 27396/64.*

Supplies and Disposals Directorate:

- **Bandsaw.** October 30. E.S.B. 28845/64.*
- **Spark Erosion Machine.** November 2. E.S.B. 28851/64.*
- **Hoist Block.** (Further Information.) November 12. E.S.B. 28342/64.*
- **Jacks.** November 17. E.S.B. 28584/64.*
- **Machine Tools.** (Further Information.) Tender documents now available. October 30. E.S.B. 27371/64.*
- **Radio Equipment.** November 17. E.S.B. 28846/64.*
- **Cupola.** October 30. E.S.B. 28842/64.*
- **Cranes.** November 27. E.S.B. 28850/64.*
- **Printing Machine.** December 2. E.S.B. 28840/64.*
- **Welding Set.** November 6. E.S.B. 28841/64.*
- **Cranes.** November 25. E.S.B. 28844/64.*

IRAN

Harbour and Dredging Work for 'NEDECO' and Netherlands Engineering Consultants. November 2. E.S.B. 28877/64.*

VHF Equipment for Ports and Navigation Organization. December 6. E.S.B. 28831/64.

Wire for Shiraz Electricity Corporation. November 16. E.S.B. 28832/64.*

IRAQ

Overhead Line Construction Materials for Posts, Telegraphs and Telephones Administration. November 17. E.S.B. 28881/64.

Water Supply Scheme for Ministry of Municipal and Rural Affairs. December 22. E.S.B. 28855/64.

Wall Maps for Ministry of Education. November 15. E.S.B. 28859/64.

Water Tower for Ministry of Municipal and Village Affairs. (Further Information.) Tender documents now available. E.S.B. 26603/64.*

Iraqi Ports Administration:

- **Metals.** October 29. E.S.B. 28856/64.
- **Contractors' Plant.** November 12. E.S.B. 28858/64.
- **Paints; Coal Tar; Brushes.** November 12. E.S.B. 28857/64.

KOREA

Electrical Equipment for Office of Supply. October 31. E.S.B. 29151/64.*

KUWAIT

Kuwait Oil Company Ltd.:

- **Boiler Suits.** November 1. E.S.B. 28853/64.*
- **Rope.** November 1. E.S.B. 28854/64.*

LIBYA

Electrical Materials for Electricity Corporation of Tripolitania. November 9. E.S.B. 29147/64.

MALAYSIA

Beacons for Department of Civil Aviation, Kuala Lumpur. October 21. E.S.B. 28837/64.

Stationery for Government Printing Department. November 4. E.S.B. 29121/64.*

Telecommunications Department, Government of Malaysia:
- **Microwave Equipment.** November 30. E.S.B. 29138/64.*
- **Telephone Equipment.** December 8. E.S.B. 29113/64.*

Survey Department:
- **Sensitized Photographic Materials.** November 6. E.S.B. 28836/64.*
- **Photographic Materials.** November 6. E.S.B. 28847/64.*
- **Paper.** November 6. E.S.B. 28848/64.*
- **Unbleached Calico.** November 6. E.S.B. 28849/64.*

MOROCCO

Metal Work for Rabat Hilton Hotel for Société Civile et Immobiliere du Grand Hotel. Closing date not known. E.S.B. 28852/64.*

MOZAMBIQUE

Radio Equipment for Civil Aeronautical Department. November 4. E.S.B. 28590/64.

Ports, Railways and Transport Department:
- **Spares for Payloader.** November 30. E.S.B. 29209/64.
- **Spares for Coach Dynamos.** October 29. E.S.B. 29212/64.

NEW ZEALAND

Bridge Crane for Taranaki Harbour Board. November 27. E.S.B. 29129/64.*

Crane for New Zealand Electricity Department. February 9, 1965. E.S.B. 29127/64.*

Crane for Auckland City Council. November 9. E.S.B. 29128/64.*

Fabrics for Ministry of Works. November 11. E.S.B. 29130/64.*

Paper and Pulp Board for Government Printing Office. November 5. E.S.B. 28591/64.*

Spring Scragging Machine for New Zealand Railways Department. November 18. E.S.B. 28835/64.*

General Post Office:
- **Radio Valves.** November 12. E.S.B. 29112/64.*
- **Insulating Sleeving.** November 10. E.S.B. 29111/64.*
- **Pulse Echo Set.** November 4. E.S.B. 28589/64.*
- **Towels.** (Re-issue of tender.) November 11. E.S.B. 19725/64.*

NIGERIA

Transmission Lines and Sub-Stations for Electricity Corporation of Nigeria. November 11. E.S.B. 28804/64.

NORTHERN RHODESIA

Ministry of Health:
- **Vaccine.** October 30. E.S.B. 28864/64.*
- **Vaccines and Sera.** October 30. E.S.B. 29223/64.

PAKISTAN

Consultancy Services for Machine Tools and General Machinery Manufacturing Industry for East Pakistan Industrial Development Corporation. October 31. E.S.B. 18791/64.

West Pakistan Industrial Development Corporation:
- **Generating Set.** November 2. E.S.B. 28878/64.*
- **Fans.** November 2. E.S.B. 28882/64.*

Pakistan Telegraph and Telephone Department:
- **Testing Instrument.** October 29. E.S.B. 28593/64.
- **Cable Laying Outfit.** November 4. E.S.B. 28594/64.

PARAGUAY

Cement Plant (Extension Programme) for Vallemi SA Asuncion. Closing date not known. E.S.B. 28370/64.*

PHILIPPINE REPUBLIC

Transformer for National Power Corporation. November 12. E.S.B. 29182/64.*

PORTUGUESE WEST AFRICA

Transformers and Meters for Servicos Municipalidos de Agua E Electricidade. November 6. E.S.B. 29170/64.

SOUTH AFRICA

Navigational Instruments for State Tender Board. October 28. E.S.B. 29204/64.*

Computer for Rhodes University. October 31. E.S.B. 28843/64.*

Transvaal Provincial Tender Board:
- **Laundry Dryer.** November 6. E.S.B. 28876/64.*
- **Laundry Equipment.** November 6. E.S.B. 28875/64.*

South African Railways:
- **Instruments and Gauges for Pipeline (Petroleum Products).** November 6. E.S.B. 29125/64.*
- **Switchyard Equipment.** November 6. E.S.B. 29141/64.*

SOUTHERN RHODESIA

Fishplates for Rhodesian Railways. November 12. E.S.B. 28866/64.*

Padlocks for Southern Rhodesian Government Tender Board. October 29. E.S.B. 28600/64.*

SUDAN

Sudan Railways:
- **Bending and Straightening Machine.** November 12. E.S.B. 29178/64.*
- **Boring Machine.** November 11. E.S.B. 29179/64.*
- **Cotton Waste.** November 9. E.S.B. 29180/64.*
- **Milling Machine.** November 11. E.S.B. 29175/64.*
- **Fork Lift Trucks.** November 9. E.S.B. 29174/64.*
- **Woodworking Machine.** November 5. E.S.B. 29177/64.*

SYRIA

Tractor Assembly Plant for Syrian Arab Republic. (Further Information.) Specimen tractor or implement to be sent in before November 30. E.S.B. 16533/64.

TRINIDAD & TOBAGO

Street Lighting Fittings for Trinidad and Tobago Electricity Commission. November 30. E.S.B. 29190/64.*

Surgical Dressings for Ministry of Health. October 29. E.S.B. 29191/64.*

TURKEY

Dolomite Preparation and Dolomite Kiln for Turkiye Demir Ve Celik Isletmeleri. (Re-issue of tender.) Closing date now November 1. E.S.B. 21922/64.*

Valves for Nitrogenous Fertilizers Corporation. (Further Information.) Closing date postponed to October 31. E.S.B. 28394/64.*

State Hydraulic Works:
- **Laboratory Equipment.** November 6. E.S.B. 28871/64.*
- **Movie Camera; Measuring Amplifiers and Accessories.** November 5. E.S.B. 28872/64.*

Turkish Maritime Bank:
- **Marine Equipment.** October 30. E.S.B. 28592/64.*
- **Marine Equipment.** November 9. 28817/64.*
- **Steering Compass.** November 2. E.S.B. 28816/64.*
- **Water Heater; Clear View Screen; Searchlight.** November 4. E.S.B. 29109/64.

UNITED STATES OF AMERICA

Transmission Lines for Bureau of Reclamation, Denver. November 24. E.S.B. 28551/64.*

Generator for US Army Corps of Engineers. Closing date postponed to November 15. E.S.B. 27544/64.*

(*Continued on next page*)

New markets
need
new appraisals
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Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

Australia

Agency inquiry for barometers; costume jewellery; toys. (E.S.B. 29074/64.)

Agency inquiry for women's wear. (E.S.B. 28443/64.)

Inquiry for butcher's equipment; shopfitting equipment. (E.S.B. 28470/64.)

Inquiry for mining machinery; water treatment plant. (E.S.B. 29063/64.)

Inquiry for paper; photo albums; stationery. (E.S.B. 29006/64.)

Manufacture under licence – storage, processing, chilling and chemical equipment. (E.S.B. 29073/64.)

Belgium

Agency inquiry for pneumatic equipment steam cleaners. (E.S.B. 28926/64.)

Inquiry for plant and equipment for the chemical and petroleum industries. (E.S.B. 25094/64.)

Bermuda

Agency inquiry for clothing; fancy goods; hotel linen and china; jewellery; toilet preparations; toys. (E.S.B. 20247/64.)

Inquiry for garden equipement; tools. (E.S.B. 28235/64.)

Inquiry for canned fish; plastics; boxes. (E.S.B. 28690/64.)

Inquiry for confectionery; picnic cutlery. (E.S.B. 29071/64.)

Canada

Agency inquiry for engines; generating sets; rubber tyre retreading material. (E.S.B. 28925/64.)

Agency inquiry for cement; lime. (E.S.B. 28655/64.)

Agency inquiry for textile finishing machinery. (E.S.B. 28703/64.)

Inquiry for fancy goods; gift items. (E.S.B. 28293/64.)

Ceylon

Inquiry for wood pulp. (E.S.B. 29008/64.)

Costa Rica

Inquiry for false teeth manufacturing machinery and materials. (E.S.B. 28172/64.)

Dominican Republic

Inquiry for tractors. (E.S.B. 26743/64.)

Ecuador

Agency inquiry for laboratory and clinical glassware; surgical instruments. (E.S.B. 28733/64.)

Inquiry for airfield equipment. (E.S.B. 28788/64.)

Formosa

Inquiry for textile machinery. (E.S.B. 28756/64.)

France

Agency inquiry for machinery and plant; instruments. (E.S.B. 28912/64.)

Germany, Federal Republic of

Agency inquiry for suitings. (E.S.B. 28671/64.)

Agency inquiry for chemical closets; pumps; sanitary fluid. (E.S.B. 28953/64.)

Agency inquiry for handkerchiefs. (E.S.B. 22630/64.)

Inquiry for fresh water supply equipment. (E.S.B. 25686/64.)

Inquiry for billiard cloth. (E.S.B. 28643/64.)

India

Inquiry for machinery and plant. (E.S.B. 28689/64.)

Collaboration – surgical instrument plant. (E.S.B. 27422/64.)

Iran

Inquiry for vehicle spare parts and accessories. (E.S.B. 28919/64.)

Inquiry for machinery and plant for manufacturing hosiery. (E.S.B. 28118/64.)

Israel

Agency inquiry for marine equipment; electrical equipment. (E.S.B. 28636/64.)

Agency inquiry for builder's ironmongery. (E.S.B. 6617/64.)

Agency inquiry for electrical domestic appliances; television sets. (E.S.B. 28500/64.)

Joint venture – electronic equipment. (E.S.B. 25047/64.)

Italy

Agency inquiry for marine engine spare parts; ships' electrical apparatus; patrol boats. (E.S.B. 28285/64.)

Agency inquiry for electrodes. (E.S.B. 28106/64.)

Agency inquiry for men's wear; woollen textiles. (E.S.B. 28483/64.)

Italy/Lebanon

Trade agreement. (C.R.E. 5806G.)

Jamaica

Manufacture under licence – welding rods. (E.S.B. 28191/64.)

Japan

Agency inquiry for woollen goods. (E.S.B. 28696/64.)

Kenya

Agency inquiry for plastics floor tiles. (E.S.B. 29061/64.)

Lebanon

Agency inquiry for motor cars. (E.S.B. 28205/64.)

Leeward Islands

Agency inquiry for confectionery. (E.S.B. 28644/64.)

Madeira

Agency inquiry for textiles. (E.S.B. 28637/64.)

Morocco

Inquiry for foodstuffs; textiles. (E.S.B. 25494/64.)

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2. (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list was given on page xx of June 12 issue.

Norway

Agency inquiry for stationery; giftware; household articles. (E.S.B. 28678/64.)

Agency inquiry for shoemaking materials. (E.S.B. 29039/64.)

Pakistan

Inquiry for boiler. (E.S.B. 28798/64.)

Philippines Republic

Inquiry for electrical fixtures and fittings; engines; garage servicing equipment; tools. (E.S.B. 27888/64.)

Portugal

Agency inquiry for abattoir plant and equipment; milk pasteurizing plant and equipment; laboratory equipment. (E.S.B. 28972/64.)

Saudi Arabia

Inquiry for earth-moving equipment; gear cutters; machine-tools; steel testing and measuring equipment; welding electrodes. (E.S.B. 28986/64.)

South Africa

Agency inquiry for laboratory equipment; hospital equipment. (E.S.B. 26758/64.)

Spain

Inquiry for radio transmitters. (E.S.B. 29309/64.)

Sweden

Inquiry for poultry. (E.S.B. 28428/64.)

Inquiry for advertising articles. (E.S.B. 29026/64.)

Inquiry for rubber; plastics sheeting. (E.S.B. 28297/64.)

Switzerland

Agency inquiry for machine tools. (E.S.B. 28160/64.)

Inquiry for hydraulic and pneumatic automation equipment; packaging equipment. (E.S.B. 28408/64.)

Market report on packaging machinery. (E.S.B. 26584/64.)

Syria

Inquiry for ticket-stamping machines. (E.S.B. 28751/64.)

Tunisia

Inquiry in respect of underwear factory. (E.S.B. 27477/64.)

United States of America

Inquiry for mail order stores requirements. (E.S.B. 25295/64.)

Inquiry for sportswear. (E.S.B. 28763/64.)

Inquiry for hydraulic hose and fittings. (E.S.B. 28945/64.)

Inquiry for twine. (E.S.B. 28907/64.)

Inquiry for feathers. (E.S.B. 28923/64.)

Inquiry for mirrors. (E.S.B. 28439/64.)

Inquiry for wigs and hair products. (E.S.B. 28682/64.)

Inquiry for foodstuffs; raw materials. (E.S.B. 28775/64.)

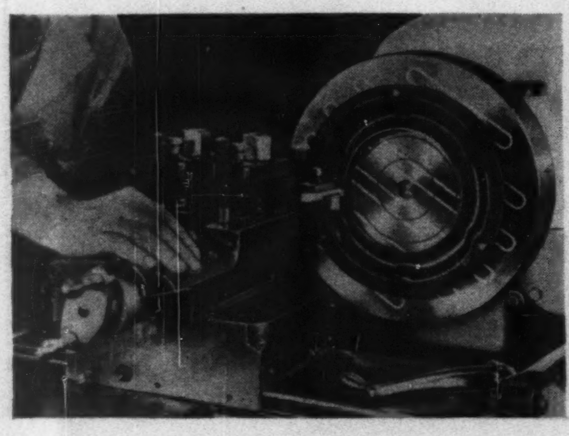
Inquiry for machinery and plant. (E.S.B. 28295/64.)

Inquiry for giftwares; toys. (E.S.B. 28657/64.)

Manufacture under licence – farm equipment; road construction machinery; pulleys. (E.S.B. 28686/64.)

Manufacture under licence – electronic timers and relays. (E.S.B. 28693/64.)

Market report on boilers. and pressure vessels. (E.S.B. 28185/64.)



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Reports on overseas markets in the Export Service Bulletin

In the *Board of Trade Journal* of July 17, 1964, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period July-September 1964 inclusive.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases, they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433). Information for United Kingdom Exporters will be found on page 854.

MARKET REPORTS (BY COUNTRY)

Country	Commodity	Bulletin No.
Austria	Domestic oil-burning space heaters	131/64
Canada	Ampoules and vials	136/64
,,	Groceries and confectionery	135/64
,,	Grocery and supermarket trade	189/64
Denmark	Rubber hose	171/64
Germany (Federal Republic)	China and earthenware	156/64
India	Agricultural machinery, including tractors	141/64
Israel	Construction equipment	192/64
Italy	Domestic gas appliances	153/64
,,	Jam	155/64
Kuwait	Toys	147/64
Netherlands	Footwear	185/64
Nigeria	Printing machinery	184/64
Peru	Hospital equipment, medical supplies, dental equipment and optical supplies	132/64
Sweden	Office machinery	180/64
Switzerland	Atomic energy	159/64
,,	Shoes	152/64
United States	Giftware	176/64

Five 'Scimitar' class 20ft. glass fibre racing keel boats, en route to the Middle East, leaving the North Wales works of Saro (Anglesey) Limited, a Hawker Siddeley company. Iranian Oil Services Limited ordered the boats for the Iranian Operating Companies' Sailing Club at Kharg Island and at Abadan.

MARKET REPORTS (BY COMMODITY)

Commodity	Country	Bulletin No.
Boots and shoes, slippers, etc.:		
Shoes	Switzerland	152/64
Footwear	Netherlands	185/64
Ceramic products:		
China and earthenware	Germany (Federal Republic)	156/64
Domestic appliances, domestic heating and cooking apparatus		
Domestic gas appliances	Italy	153/64
Domestic oil-burning space heaters	Austria	131/64
Fancy goods:		
Giftware	United States of America	176/64
Foodstuffs, beverages, produce and tobacco:		
Groceries and confectionery	Canada	135/64
Grocery and supermarket trade	Canada	189/64
Jam	Italy	155/64
Glass and glassware:		
Ampoules and vials	Canada	136/64
Machinery and plant:		
Atomic energy	Switzerland	159/64
Equipment – construction	Istael	192/64
Machinery – agricultural, including tractors	India	141/64
Machinery – printing	Nigeria	184/64
Medical and surgical instruments and appliances:		
Hospital equipment, medical supplies, dental equipment and optical supplies	Peru	132/64
Office machinery and equipment:		
Machinery – office	Sweden	180/64
Rubber manufactures:		
Rubber hose	Denmark	171/64
Toys, games and model engineering:		
Toys	Kuwait	147/64

EXPORT SERVICE BULLETIN

During the quarter ended September 30, 1964, the Export Service Bulletin published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058).

Quarter ended September 30th, 1964

Commodity Heading	No. of Inquiries
Aircraft and watercraft	77
Boots, shoes and slippers	21
Brushes and brooms	14
Building supplies	128
Ceramic products	45
Chemicals, oils, fats, greases and paints	216
Clothing	93
Contracts	333
Domestic appliances	98
Druggists sundries	25
Drugs, pharmaceutical preparations	115
Electrical machinery and apparatus	849
Fancy goods	46
Foodstuffs, beverages, produce and tobacco	98
Furniture and floor coverings	51
Glass and glassware	34
Iron and steel	443
Jewellery and cutlery	25
Leather and imitation leather	29
Machinery and plant (including machine tools)	1,232
Medical and surgical appliances and equipment	116
Mineral products	52
Non-ferrous metals	147
Office machinery and equipment	45
Paper, printed matter and stationery	142
Photographic and cinematographic apparatus and requisites	33
Plastics materials	35
Prefabricated houses and buildings	11
Radio apparatus (including television receivers, record players and tape recorders)	107
Railway and tramway rolling stock	126
Rubber manufactures	55
Scientific and optical instruments	194
Sports goods	25
Textiles	197
Timber and wood manufactures	21
Tools, hand and engineers small (including portable power tools)	73
Toys, games and model engineering	21
Vehicles and parts	216
Watches and clocks	11

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-v of the Board of Trade Journal *of July 31. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 752 of October 2 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Technical mission to Moscow

Mr. John Clark, managing director of The Plessey Group of Companies, left London by air for Moscow on October 3 to lead a five-man technical mission. All are members of the Plessey Group who have been invited personally by the Soviet Ambassador, Mr. A. Soldatov. The visit is being made to the USSR State Commission for the Co-ordination of Scientific Research and follows a recent tour of this country by the Commission's first Deputy Secretary. Mr. N. V. Tretiadiov.

Mr. Clark is supported by Mr. G. G. Gaut, a director of The Plessey Company Limited, and head of the Allen Clark Research Centre in Northants; Mr. George Doust, sales director of Plessey-UK Ltd.; Mr. C. C. Farrow, a director of Automatic Telephone and Electric Co. Ltd., and Mr. C. Landman, of Plessey-UK Ltd.

United States business trip

Mr. H. G. Allen, director of Falks Limited, left London on October 1 on a business trip to the United States, with the aim of increasing the company's export business.

Mobile cranes for Italy and Turkey

Mr. G. M. Cave Hawke, export sales executive of Lambert Engineering is making a business visit to Italy on October 19 and from there will travel to Turkey. Lambert Engineering are manufacturers of lorry-mounted mobile cranes and equipment.

Electric equipment in Africa

Mr. A. D. Stroud, export manager of Santon Ltd., Newport, Mon., is travelling to South Africa on October 24 and from there will visit Nigeria, about November 10 and Ghana about November 15. Mr. Stroud's company are manufacturers of thermal storage heaters, domestic and industrial immersion heaters, rotary switches, industrial liquid heating and automatic control equipment, etc.

Optical goods for North America

Mr. R. G. Walton, sales director of Combined Optical Industries Ltd., of Slough, Bucks., leaves for an extensive sales tour of the United States and Canada on November 1. included among the cities which he will visit and meet representatives of optical firms are New York, Cleveland, Chicago, Providence, Rhode Island. Recently Mr. Walton made visits to Sweden, Denmark, Holland, Switzerland, Belgium and Germany where he was successful in obtaining substantial orders for optical lenses.

Catering development in Malta

Mr. George Stagg, who runs a catering consultancy and advisory service from Nottingham, is due to arrive in Malta on October 20. During his stay there he will investigate tourism, hotel and catering development in the island and the potential market in this field for British equipment.

Caribbean sales tour

Mr. K. E. Almquist, export manager of Metal Closures Ltd., left the United Kingdom on October 9 on a tour of the Caribbean and Central and South American countries. His object is to increase the Group's export business to that part of the world and to maintain the close contact which exists between the Group and its agents and licensees there.

African sales trip

Mr. R. C. Edwards, export sales representative of Millars' Machinery Co. Ltd., Bishops Stortford, Herts., arrived in Nairobi on September 29 to begin a sales tour for his company's range of contractors' plant in Kenya, Nigeria, Ghana and Sierra Leone. Millars' Machinery Co. Ltd., are manufacturers of concrete mixers, asphalt mixers, concrete batching and mixing plant, asphalt plant, and Wellpoint dewatering equipment.

Caribbean tour

Mr. M. M. Morris, export manager for the Caribbean and Latin American areas of the Cement Marketing Co. Limited, left London on October 14 to visit Bermuda, the Bahamas and all the West Indian territories, finishing his tour which will last approximately eight weeks in Panama. The purpose of his visit is to make an appraisal of current market conditions, see agents and distributors and promote the company's latest products.

Electric tool sales promotion

Mr. B. I. Cawthra, export manager of Wolf Electric Tools Ltd., London, W.5, travelled to Singapore on October 5 and from there will visit Bangkok and Hong Kong. The purpose of Mr. Cawthra's visit is to promote the sales of 'Wolf' electric tools in each of these three territories. On November 16, Mr. A. C. Janse, assistant export manager of Wolf Electric Tools Ltd., will carry out a similar sales promotion tour in Kuwait, Tehran and Baghdad. Last year was a record year for Wolf exports throughout the world and they are currently exporting approximately 45 per cent of their production to 95 countries.

Rivet machines for Spain and Portugal

Mr. L. C. Hayward, export sales manager of The Bifurcated and Tubular Rivet Co. Ltd., Aylesbury, is visiting Spain and will travel from there to Portugal to call on existing customers, to endeavour to obtain new accounts. Mr. Hayward's company are manufacturers of rivets and rivet setting machines, used mainly by manufacturers of motor car accessories, radio equipment and domestic electrical appliances.

On-the-spot export study

Mr. Julius Lada-Grodzicki, director of Davies, Turner and Co. Ltd., international forwarding and shipping agents and packers for export of London, S.W.1, is making an eight week tour of the Middle East from October 19. He will visit Iran, Iraq, Pakistan, Kuwait, Turkey and the Lebanon. The purpose of Mr. Lada-Grodzicki's visit is to study improvements in despatching British exports to these countries.

Scandinavian tour

Mr. E. C. Neate, managing director of Preformed Line Products (Great Britain) Ltd., is currently making a tour of Scandinavia. He began in Copenhagen on September 26 and from there is moving on to Finland, Sweden and Norway. The object of the visit is to contact the company's agents and as many interested engineers as possible.

Second sales trip in 10 weeks

Mr. Rene Boucher, managing director of Union Glue and Gelatine Company Ltd., London, E.C.1, leaves London on October 17 for a tour of North America, where he will develop the distribution of his company's products 'Coronet' abrasives and 'Unilite Arbrisso' adhesives. Mr. Boucher returned from another trip to North America only ten weeks ago.

Road expert visits Jamaica, Latin America

Dr. R. S. Millard, Head of the Tropical Section at the DSIR's Road Research Laboratory, left London on October 8 on a six-week tour which takes in Jamaica, British Honduras, Peru and Argentina. From October 8 to 21, Dr. Millard will be visiting Jamaica on the termination of 2½ years' work by a team from RRL's Tropical Section. At the invitation of the Jamaican Government, the team has been making a general survey of highway needs in the island and a transportation survey in Kingston, the capital. Dr. Millard's next stop will be British Honduras, where he is to advise on the planning of the new capital, road construction in general, and on traffic in Belize.

Dr. Millard will spend a week in Peru, before going on to Argentina, where he is to present a paper on 'Research in road transport with particular reference to the problems of developing countries' at the 5th Argentine Conference on Roads and Road Transport being held at Cordoba from November 5 to 13. He will return to the United Kingdom on November 21.

British arts and crafts for the United States

A YOUNG ENGLISHMAN who worked in banking and advertising and has done an Outward Bound Course, is off to the United States later this month to start what he hopes will be a chain of British Craft shops in all the major cities.

He is Simon Cameron, aged 24, of Fleet in Hampshire, and his venture has received widespread support from the Board of Trade, the British Consulate in Philadelphia, the British Craft Centre, the Scottish Council, and a company has been formed with himself as chairman and managing director, and his father – a retired Army colonel, as a director.

His first shop will probably be in Philadelphia, but Mr. Cameron's ambitious nature suggests that after a time there might be many more shops across the country – all selling exclusively British Craft produce.

Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

Tug for Sweden

Cochrane's, the Selby, Yorks, shipbuilders and a Ross Group company, who have successfully competed against Continental shipyards for two previous orders, are to build a third tug for Sweden's Red Tug Fleet.

It has been designed specially to achieve the optimum dimensions possible for a limit of 500 gross tons which the owners did not wish to exceed. The tug is for ocean towage and with icebreaker capabilities. When in service it will operate in the Mediterranean during the summer months and work as an icebreaker in the Baltic during the winter.

Hong Kong buys bedding

Exports of bedding by Horatio Myer and Co. Ltd. of London continue to expand and are now running at an all time record level. One of the most recent successes is in Hong Kong where a leading hotel has placed an order for 400 Double Five Divan Sets.

Both single and double sizes are included in the order, which has been shipped from London Docks this week.

Two Burma sawmills

Stenners Ltd., Tiverton, have been awarded against international competition a contract worth over £11,000 by the State Timber Board of Burma for two large bandsaws.

Feed mill for Russia

Simon-Barron Ltd., Stockport, a member of Simon Engineering, have signed a £600,000 contract with V/O Technopromimport, Moscow, for the construction of an animal feed mill at Kirov, Leningrad.

Bulgarian grain handling

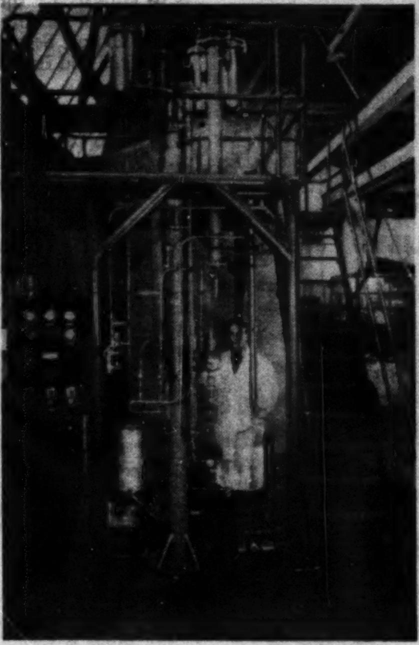
Simon Handling Engineers Ltd., another member of Simon Engineering, have supplied six lorry-mounted pneumatic grain handling plants to Machinoimport, Sofia.

Steel plant for Hong Kong

Distington Engineering Co. Ltd., Workington, a subsidiary of United Steel, have received an order for the design and construction of a continuous steel casting plant for Shun Fung Iron Works of Hong Kong.

Electrical equipment for Saudi Arabia

Electrical equipment worth £130,000 is being supplied by Associated Electrical Industries Ltd., Rugby, for a merchant bar mill to be erected at Jeddah in Saudi Arabia for the General Petroleum and Mineral Organization. The order was placed by W. H. A. Robertson & Co. Ltd., Bedford, the main contractors, who will be supplying the mechanical equipment.



Small evaporator for fruit juice manufacture, recently supplied by Kestner Evaporator and Engineering Co. Ltd., Greenhithe, Kent, to the Food and Agricultural Organization of the United Nations in Libya. It is claimed to embody all the advantages of a full sized commercial unit with a capacity of 20 to 30 gal. per hour.

Equipment for Russian ships

Propulsion and auxiliary machinery is to be supplied by AEI Ltd. for three twin-screw diesel-electric suction hopper dredgers for the USSR. The dredgers are to be designed by Simons-Lobnitz Ltd. and built at Linthouse, Glasgow.

Yugoslavian nylon

Invest-Import of Belgrade have signed a contract with High Polymer and Petro-Chemical Engineering Ltd., London, for a complete nylon factory at Priznen in Southern Serbia.

Chinese buy scientific instruments

Airmec Ltd., High Wycombe, have received orders for £10,000 worth of precision electronic instruments as a result of their exhibit at the Peking SIMA display.

Equipment for Hong Kong dockyards

Hancock and Co. (Engineers) Ltd., Croydon, have received orders for two Hancoplane flame planing machines worth £6,000 each, for the Hong Kong and Whampoa Dock Company, and the Taikoo Dockyard and Engineering Co.

Animal feed plant for Spain

Simon-Barron Ltd., Gloucester, a member of Simon Engineering Ltd., are to supply a Spanish co-operative, Union Agraria Co-operative of Reus, with a plant for the production of animal feeding stuffs, with a capacity of 25 tons per hour. The contract is worth £220,000.

Grain driers for Poland

A further eight Cascade 35 grain driers have been supplied to Poland by Alvan Blanch Development Co. Ltd., Chelworth. Value of the order is about £7,000.

Winder for South African gold mine

English Electric Co. Ltd., London, are to supply a 660hp mercury arc converter fed mine winder for the Libanon mine of Goldfields of South Africa Ltd.

Cyprus power station contract

W. A. Dawson Ltd., Luton, have been awarded a contract worth £70,000 by the Cyprus Electricity Authority for the design and construction of two sheet pile cofferdams for the seawater intake and discharge culverts at the Moni Power Station near Limassol.

Diesel additives for USSR

Slip Trading and Shipping Co. Ltd., London, have received an order from Sjoznefteexport of Moscow for £10,000 worth of diesel fuel additives for marine use.

Philippines buy rubber plant

The first part of a complete foam rubber plant worth £27,000 for the Marab Tire and Rubber Corp., Manila, Philippines, has been supplied by Vitafoam Engineering Co. Ltd., Manchester, having gained the order against European and American competition.

Engines for Ghana trawlers

Mirrlees National Ltd., a Hawker Siddeley company, have received an order for six sets of propelling machinery from Atlantic Shipbuilding Co., Newport, for installation in six stern type freezer trawlers for the Ghana Fishing Corporation.

Buses for Lisbon

Lisbon Electric Tramways have ordered another 20 Regent Mark V double decker buses from AEC Ltd., London.

Egyptian pump order

Sigmund Pulsometer Pumps Ltd., Gateshead-on-Tyne, are supplying twelve 6-inch horizontally split centrifugal pumps to the Societe des Sucreries et de Distillerie d'Egypt, Cairo. The pumps will handle clear, thin cane juice.

Tractors for Chile

Three 52hp tractors with 4-furrow disc ploughs and cabs have been ordered from David Brown Tractors Ltd., Meltham, by the Compania Distribuidors Nacional (Codina), Chile.

HOW OVERSEAS PRESS CORRESPONDENTS CAN HELP EXPORTERS

A REVISED *version of the booklet 'Overseas Press Correspondents in London: How they and industry can help each other' is now available.*

It explains how trade associations and individual firms, if assisted by the right material and facilities, can gain valuable publicity by disseminating information which is both of interest to their audience and of value to British exporters. Many suggestions are made on how to set about it, and there is a full list of the names and addresses of foreign Press representatives in and around London.

Copies may be obtained free of charge from Information Division, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Abbey 7877, Ext. 2768).

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

▶ *The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

NORTHERN RHODESIA

Suspensions of duty

THE Customs and Excise (Suspension) (Amendment) (No. 9) Regulations, 1964, published as Northern Rhodesia Government Notice No. 469 of September 14, amend the First Schedule to the Customs and Excise (Suspension) Regulations, with effect from that date by the insertion of the following items:

		Duty A	Duty B	Duty C	Duty D
Ex 93 (1) (a)	Two-wheeled Scotchcarts, having a rigid axle assembly *ad val.*	20%	10%	10%	Free
Ex 93 (1) (b) (ii)	Spare parts for two-wheeled Scotchcarts . . *ad val.*	20%	10%	Free	Free

KEEP IN TOUCH WITH HOME WHEREVER YOU MAY BE— WITH THE EDDYSTONE '870 A'

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SOUTHERN RHODESIA

Suspensions of duty

THE CUSTOMS AND EXCISE (Suspension) Regulations, 1964, published as Southern Rhodesia Government Notice No. 657 on September 11, repeal and replace the Federal Customs and Excise (Suspension) Regulations, 1963, and all subsequent amendments thereto. The effect is to consolidate the former Regulations, as amended.

A copy of the Government Notice may be inspected on application to the Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

TANGANYIKA

Import licensing regulations

DETAILS WERE GIVEN in the *Board of Trade Journal* of March 11, 1960, page 593, concerning import licensing regulations in Tanganyika. General Notice No. 2196 published in the Tanganyika and Zanzibar *Gazette* dated September 18, 1964, adds, with effect from September 15, the following item to the schedule of goods including those of United Kingdom origin, for which specific import licences are required:

Section 6 – Manufactured goods classified by Material.
Division 65 – Textile yarn, fabrics, made up articles and related products.
653 – 05 Fabrics of synthetic fibres and spun glass (including artificial silk piece goods).

Note: Importers should note that, with effect from the date of this notice, being September 15, 1964, importation of the above described fabrics can only be permitted through COSATA Ltd., P.O. Box 9211, Dar es Salaam. Importers are also requested to note that, where Import Licences were issued before September 15, such licences are now cancelled unless:

(a) the business was confirmed by the establishment of a letter or credit before the date of this announcement for the full amount and quantity recorded on the licence; or
(b) proof is submitted that the consignment was booked for shipment before the date of this announcement and details should be given of the name of the ship and the date of departure from the country of supply.

Contact should be made direct with COSATA Ltd., and not through the office of the Imports Controller.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

GHANA

Imports of motor vehicles

THE GHANA Controller of Imports and Exports announces, in Notice to Importers No. 249, published in the Ghana *Commercial and Industrial Bulletin* of September 25, 1964, that no motor vehicle whether new or second-hand shall be allowed entry into Ghana unless the orders are authorised by a valid import licence granted prior to the shipment of the vehicle.

All applications for import licences whether for used or new motor vehicles should be supported by pro forma invoices, sales notes or receipts issued by the supplier or manufacturer stating clearly the total value of the goods, price per unit and terms of payment.

Importers are warned that they should not arrange for motor vehicles to be shipped to Ghana unless and until they are in possession of valid import licences.

Full details of the provisions of this notice, may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

REPUBLIC OF TOGO

Fiscal import duty modifications

THE Togo Republic *Journal Officiel* of August 16, 1964, announces the exemption from fiscal import duties of material, requisites, equipment, gear and motor-fuel for the use of fishermen and imported under control of the Togo Fishing Authority, which will require an appropriate certificate.

The same issue announces modifications of the fiscal import duty on fresh fish, which is exempted, and on chilled or frozen fish, which is set at 16 per cent *ad valorem.*

The French text of these announcements may be seen at Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R1480, R1483 and R1485, published in the Republic of South Africa *Government Gazette* of September 25, set out the following amendments to the Republic's customs tariff with effect from that date.

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
	G.N. R1480	Cents	Cents	Cents
113	By the addition, after paragraph (14), of the following paragraph:			
	(15) Reels with coiling and stopping mechanism, of a kind commonly used with motor vehicle safety belts, and parts thereof, of base metal	—	Free	—
	G.N. R1483			
160	Bottles and jars (common), of glass or earthenware, being ordinary trade packages for the transport of goods; and fruit jars:			
	(b) Empty, of glass, of the beer and mineral water types:			
	By the substitution, for sub-paragraph (ii), of the following sub-paragraph:			
	(ii) Of a capacity exceeding 7½ fluid ounces, but not exceeding 14 fluid ounces:			
	(A) Of the beer type per gross	—	37½	—
	(B) Of the mineral water type	—	Free	—
	NOTE: It is understood the present duty of 37½ c. per gross on empty glass bottles of the mineral water type and stated capacity will be reimposed on January 1, 1965.			
	G.N. R1485			
87	(2) Nails, wire:			
	By the substitution, for the rate of duty, of the following rate of duty .	—	3%	—
			or	
	per 100 lb.	—	120	—
			less	
		—	10%	—
		whichever	duty shall be	the greater

Refund of duty

GOVERNMENT NOTICE R1482 published in the Republic of South Africa *Government Gazette* of September 25, amends the Third Schedule to the customs tariff as follows:

Item	Article	Rebate	Refund
966	Materials or articles used in the manufacture, processing or packing of goods in the Republic as specified hereunder, on exportation of such goods:		
	(a) To territories other than Basutoland and the Protectorate of Bechuanaland and Swaziland:		
	By the addition, after sub-paragraph 85 of paragraph (a), of the following sub-paragraphs:		
	(86) Stringers and other parts used in the manufacture of non-metal slide fasteners	—	The whole duty
	(87) Preparations used for lining wine storage tanks	—	The whole duty
	(88) Woven fabrics containing more than 50% by weight of jute used in the manufacture of paper-lined bags for packing fishmeal .	—	The whole duty

Customs tariff application

CUSTOM TARIFF APPLICATION LIST No. 381, published in the Republic of South Africa *Government Gazette* of October 9, states that the Board of Trade and Industries have received the following application affecting the Republic's Customs Tariff:

> for an increase in duty on prepared sewing yarns containing 50 per cent or more by weight of cotton, in units of more than 300 yards, to 20 per cent (Intermediate Col.).
>
> (Britain pays the intermediate rate of duty.)

Where British trade organizations are thought to be interested in the above application they are being informed and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 13425/64.

IRAN

Documentation of exports

NOTICES ON export documentation for Iran appeared in the September 18 and September 25 issues of the *Board of Trade Journal.* Inquiries which have been received by the Board following the publication of these two notices indicate that certain points require clarification.

1. Commercial Invoices. Three copies are required and two of them must be authenticated by the Iranian Embassy.
2. Invoices in respect of *all* goods must now bear the special certificate to which reference was made in the September 18 and September 25 issues.
3. It is only necessary for manufacturers of motor vehicles and spare parts; proprietary medicines, ethical proprietary medicines, serums, dried milks, etc., and gramophone record player parts to supply the Commercial Counsellor of the Iranian Embassy with their 'Distributors Price List for Iran' in duplicate.
4. The 'Distributors Price List for Iran' means the prices which exporters charge their Iranian customers. In other words, exporters are now requested to certify that the prices shown on their invoices are correct and in accordance with the ones which are normally charged.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221) quoting reference CRE 757/8/G.

JORDAN

Jordan University tax temporary law

THE JORDANIAN AUTHORITIES have announced that, as from September 22, 1964 a further ½ per cent tax will be imposed on all imports subject to customs duty, for the benefit of Jordan University.

All inquiries about this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

FRANCE

Import regulations for live animals, meat and other animal products

THE FRENCH *Journal Officiel* of October 4, announced that the regulations forbidding the import of live ruminants, live swine, meat and other animal products, have been amended.

The details of tariff headings Ex 05-04, Ex 05-08 and Ex 16-01 of the table published in the *Board of Trade Journal* of May 29, page 1199, should be amended to read as follows:

Ex 05-04	Guts, bladders and stomachs, fresh chilled or frozen, whole or pieces thereof, of ruminants and swine.
Ex 05-08	Bones and horn-cores, unworked, powder and waste of the products.
Ex 16-01	Sausages and the like, smoked or not, of meat, meat offal and and animal blood (of ruminants and swine, domestic and wild).

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

BENELUX

Renewal of Benelux trade agreements

A NOTICE published in the Netherlands *Economische Voorlichting* No. 40 of September 30, 1964, summarizes the position of the Benelux trade agreements as at October 1, 1964.

In some instances, where agreements have already been renewed, details have been published in the *Board of Trade Journal*.

COUNTRY	VALIDITY OF AGREEMENT
Austria	April 1, 1964-March 31, 1965
Bulgaria	January 1, 1964-December 31, 1964
Denmark	December 1, 1963-November 30, 1964
*Germany, East	January 1, 1964-December 31, 1964
Israel	September 1, 1964-August 31, 1965
Japan	Entered into force permanently on April 10, 1962
Morocco	July 1, 1964-June 30, 1965
Norway	May 1, 1964-April 30, 1965
Portugal	October 1, 1964-September 30, 1965
Rumania	October 1, 1964-September 30, 1965
Spain	April 15, 1964-April 14, 1965
Sweden	March 1, 1964-February 28, 1965
Switzerland	April 1, 1964-March 31, 1965
Yugoslavia	July 1, 1964-June 30, 1965

* Validity of quota lists agreed between the Netherlands Chamber of Commerce for Germany and the East German Chamber of Foreign Trade.

EUROPEAN ECONOMIC COMMUNITY

Convention associating Netherlands Antilles with the EEC

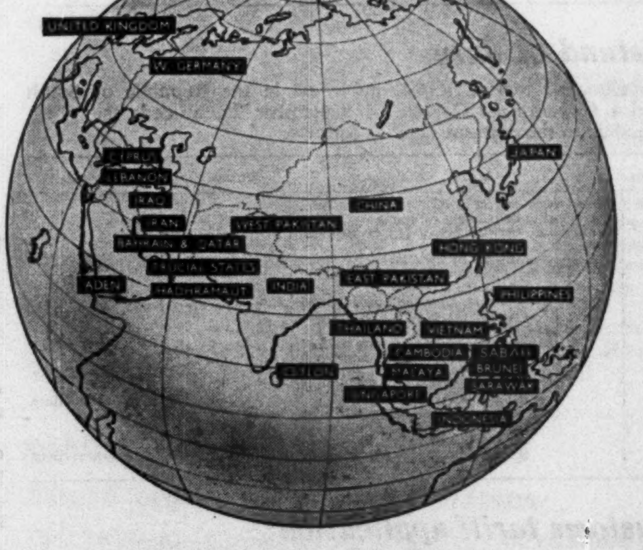
THE *Journal Officiel des Communautés Européennes* dated October 1, 1964 contains the text of the Convention associating Netherlands Antilles with the EEC which came into force on October 1, 1964. The effect of this Convention is that trade relations between the Netherlands Antilles and the EEC will generally be subject to the conditions laid down under the Treaty of Rome and Conventions thereto relating to the Associated Overseas States (for details of the present Convention between the EEC and the Associated States see *Board of Trade Journal* of February 1, 1963, page 283). A Protocol attached to the Convention provides that safeguard measures may be adopted in the European Economic Community countries in certain circumstances in regard to imports of refined petroleum products from Netherlands Antilles.

The French text of the Convention and Protocol may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.W.1.

Regulation No.	Description	Price
		s. d.
6/64	Reducing the amount of the levy on imports from third countries of pigs and certain cuts of pigmeat during the period February 1 to 15, 1964	3
24/64	To amend Regulation No. 3 Article 13, and Regulation No. 4 Article 11 (legislation applicable to workers on temporary posting and to workers whose employment is normally carried on in more than one country) and amendments to the annexes to Regulations Nos. 3 and 4 together with other notices relating to those Regulations	1 0
58/64	To adapt some of the percentage factors employed in adjustment of officials' remunerations and pensions. (This Regulation has also been published as Regulation No. 2/64/EURATOM of the European Atomic Energy Community)	5
65/64	Fixing reference prices for lemons	3
66/64	Fixing reference prices for mandarines and clementines	3
67/64	Fixing reference prices for outdoor table grapes	3
70/64	Laying down an additional amount of levy on liquid or frozen eggs	3
85/64	Fixing the additional amount of levy in respect of poultry eggs in shell	3



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Liverpool Office: 28 Derby House, Exchange Buildings, Liverpool, 2.

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Head Office: 2 & 3 Crosby Square, London, E.C.3.

ASSOCIATED BANKS: THE IRANO BRITISH BANK (INCORPORATED IN IRAN) · ALLAHABAD BANK LIMITED (INCORPORATED IN INDIA)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA) · THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

SWITZERLAND

Import regulations

By decrees of the Swiss Federal Council published in the *Receuil des Lois Federales* of July 16, 1964, potassic fertilizers (tariff items ex 28.38.52 and 31.04.01), mixed fertilizers (tariff item ex 31.05.10) and phosphate fertilizers (tariff item 31.03.20) may only be imported with a special authorization of the Import and Export Department of the Swiss Trade Division.

The present decrees entered into force on August 1, 1964, when the decrees of August 31, 1956, on the setting up of reserves of potassic fertilizers and crude phosphates were cancelled.

Inquiries about this notice should be addressed to: Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 460 and 462).

IRISH REPUBLIC

Import of raw tomatoes

As from october 16, licences will no longer be required in the Irish Republic for the import of raw tomatoes under the Tomatoes (Regulation of Import) Order, 1948. (This cancels the notice published in the *Board of Trade Journal* of May 29, page 1198.)

Licences under the Colorado Beetle Order, 1945, and the Foot and Mouth Disease (Importation of Plants) Order, 1952, will continue to be required.

CANADA

'Made in Canada' ruling

The following rulings have been made for Canadian Customs purposes:

Of 'a class or kind not made in Canada':

1. Self-contained air conditioners with or without heating medium with ratings in excess of 15 horse-power or 15 tons.
2. Self-contained air conditioners with ratings up to but not including 2 horse-power or 2 tons which are equipped with electric hot water or steam coils or gas or oil fired burners to provide additional heating capabilities.

Note:

Memorandum D51-9, June 11, 1964, in so far as it relates to air conditioners is superseded and the following air conditioners are held to be of a class or kind made in Canada:

1. Self-contained air conditioners without heating medium up to and including 15 horse-power or 15 tons ratings.
2. Self-contained air conditioners with heating medium with ratings from 2 horse-power to 15 horse-power (2 tons to 15 tons) both inclusive.
3. Self-contained air conditioners up to but not including 2 horse-power or 2 tons rating which employ the reverse floor, reverse cycle or heating pump principles to heating capabilities.
4. Remote type room air conditioners designed for installation in the rooms of hotels, office buildings, etc., which are air conditioning units containing coils, filters, motors and fans to circulate heat or cooling air, the heating or cooling medium being supplied from a remote central source.

(Ruling effective October 6, 1964.)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-9-1 dated October 6, 1964.

JAMAICA

Import licensing arrangements for oil-based putty

The list of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal for April 24, 1964, page 925*) is further amended, by the addition of the following new item:

79 Oil-based Putty.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

ARGENTINA

Modifications to import lists

Argentine ministry of Economy Resolution No. 1890 of September 11, 1964, modifies as follows the lists attached to Decree No. 5439/59 (as amended by Decree No. 448/64):

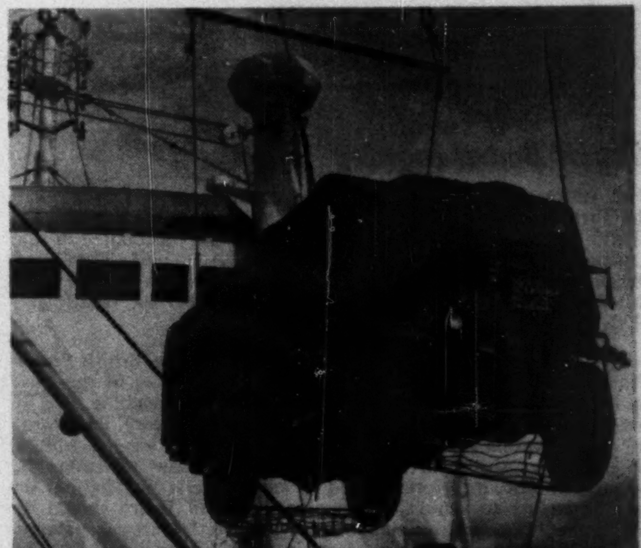
Tariff No.	Item
4086/90	Metal items, plated, electroplated, of composition, iron or agate with nickel, nickelled or nickel-plated, of aluminium or zinc. This item is removed from Annex III of Decree No. 448/64.
4086/90	Metal items, plated, electroplated, of composition, iron or agate with nickel, nickelled or nickel-plated, of aluminium or zinc, excluding steel, bifurcated rivets without finished treatment exclusively for the manufacture of pressure clips. This item is included in Annex III of Decree No. 448/64.
4086/90	Steel bifurcated rivets without finished treatment, exclusively for the manufacture of pressure clips. This item is included in Annex II (200 per cent surcharge) of Decree No. 448/64.

CHILE

Customs duty reduction on urea

By decree No. 3614 of the Chilean Ministry of Finance, which was promulgated in the *Official Gazette* of September 29, the duty on urea (Customs Item No. 944), when it is imported for industrial use only, and its nitrogen content is over 45 per cent of its dry weight, was reduced to $0·14 gold per nett kilogram. This reduction is valid until December 31, 1964.

BRITISH FIRM'S £10m. CONTRACT



Loading a mobile workshop into the Clan Line vessel 'Clan MacNair' at Liverpool for shipment to Aqaba. It is one of a number of workshops shipped by LEP Transport to help rebuild the old Hedjaz railway between Ma'an and Medina, out of action since it was severely damaged by Lawrence of Arabia between 1915 and 1917. Lep Transport are undertaking all transport arrangements for the £10 million contract held by Martin Cowley, civil engineers, and Alderton Construction Co.

AUSTRALIA

Details of tariff changes

DETAILS ARE GIVEN below of the changes made in the Australian Tariff by Customs Proposals which came into effect on October 2, 1964. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods		Former Duties			New Duties		
			British Preferential	Most-Favoured Nation	General	British Preferential	Most-Favoured Nation	General
178	Motive power machinery and appliances (except electric), viz.: (B) Internal combustion engines:							
	[(1) Outboard motor units comprising essentially engine, transmission shaft and propeller]	*ad val.*	15%	37½%	37½%	No change (Under new item 178 (B) (1))		
	(1) *Outboard motor units (comprising essentially engine, transmission shaft and propeller), including engines therefor*	*ad val.*	No change (Under former item 178 (B) (1)) Engines for outboard motor units:			15%	37½%	37½%
		ad val.	25%	42½%	52½%			
			Reducing to					
		ad val.	Free	7½%	12½%			
			(Under former item 178 (B) (5))					
	(5) Other, [including engines for outboard motor units]	*ad val.*	25%	42½%	52½%	No change		
	Subject to a reduction in the rate of duty of 2·5 for each brake horse-power in excess of 60 b.h.p., with minimum of	*ad val.*	Free	7½%	12½%	Except in respect of engines for outboard motor units which are now 15%	37½%	37½%
						(Under new item 178 (B) (1))		
245	Glass fibre (including glass wool) and fibre mixtures containing glass in which the fibres, other than glass are not in chief part by weight, and articles made therefrom; yarns and fabrics, of glass fibre or having a fibre content of glass or of glass with other fibres, the fibres other than glass not being in chief part by weight of the fibre content, and articles made therefrom: (B) Yarns; cord and cordage; braids: [(1) Plastic coated yarns:							
	(a) As prescribed by Departmental By-laws	*ad val.*	20%	30%	30%	35%	45%	50%
	(b) Other	*ad val.*	20%	30%	30%	(Under new item 245 (B) (1))		
	And, in addition, a temporary duty of	per lb.	1s.	1s.	1s.			
	Provided that, in respect of such goods in direct transit to Australia on May 22, 1963, which are entered for home consumption on arrival, no temporary duty shall be payable.]							
	(1) *Plastic coated yarns*	*ad val.*	20%	30%	30%	35%	45%	50%
			(Under former item 245 (B) (1) (a))					
		ad val.	20%	30%	30%			
			Plus a temporary duty of:					
		per lb.	1s.	1s.	1s.			
			(Under former item 245 (B) (1) (b))					

Note: Specific rates are shown in Australian currency: £A125 = £100 sterling.

Tariff Board Inquiry

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the question whether **bicycles** (Tariff Item 351(A)) should be gazetted under Section 7 of the Customs, Tariff (Dumping and Subsidies) Act, 1961. Details of the provisions of Section 7 of the above-mentioned Act were published in the *Board of Trade Journal* of November 30, 1962 (pages 1132/1133).

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than November 3.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. C.R.E. 13415/64.

Prefatory notes

MINISTERIAL DIRECTION No. 14 under Prefatory Note 12*:

1. This direction may be cited as Ministerial Direction No. 14.

2. This direction shall take effect from September 17, 1964.

3. The First and Second Columns of the Table to paragraph 4 of Ministerial Direction No. 1, published in the *Board of Trade Journal* of September 30, 1960 (pages 774 and 775) are amended as follows:

First Column Description of Driven Units	Second Column Description of Driving Units
Under the heading 'Specific': By adding: Hoists	All.

*Published in the *Board of Trade Journal* of October 2, 1964 (page 772).

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
CRANKSHAFTS, being diesel electric locomotive parts, reconditioned by grinding and chrome plating	401 (D) (2)	Free
MISCELLANEOUS MACHINES AND APPLIANCES, viz.: Duplicating and printing machines, combined, operating on a lithographic offset process by printing from an aluminium sheet .	449 (A) (1)	Free

Cancelled by-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

(Continued on page 877)

Are you
a business man
bound for
**Australia or
New Zealand?**

Then you must take with you copies of Australia and New Zealand Bank's pocket-sized companion booklets. These handy guides contain all the pertinent information you will need for your visit.

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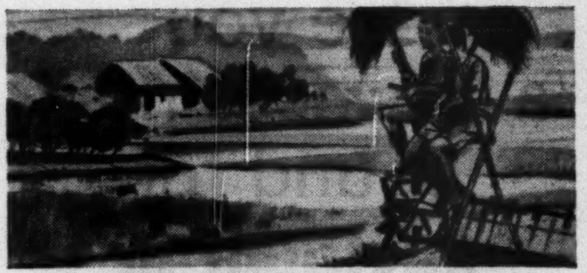

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Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
MISCELLANEOUS MACHINES AND APPLIANCES, viz.: Cylinder block units, assembled or unassembled, consisting of cylinder block with one or more of the following components for use therewith: Camshaft, camshaft bearings and tappets, carburettors, connecting rods and bearings, crankshafts, crankshaft bearings and drive, cylinder heads, distributors and coils, flywheels, fuel pumps, generators, magnetos, oil coolers, oil pumps, pistons, piston pins, piston rings, reducing gear, starting motors, timing gear, for use in the manufacture of petrol marine engines of four or more cylinders, operating at not less than 1,000 revolutions per minute and developing not less than 20 b.h.p., in which no imported parts additional to those specified above are used in the manufacture of such engines unless the Minister is satisfied that suitably equivalent goods the produce or manufacture of Australia are not reasonably available, under security. But Tariff Item 449 (A) (1) applies to such goods provided they are in direct transit to Australia on September 24, 1964, and are entered for home consumption on arrival; or in bond in Australia on September 24, 1964, and are entered for home consumption on or before October 26, 1964.	178 (C) (6)	Various
SYNTHETIC RESINS, otherwise classifiable under Tariff Item 369 (C) (4) (b): Coumarone-indene resins . . . . . But Tariff Item 369 (C) (4) (a) applies to such goods provided they are in direct transit to Australia on September 24, 1964, and are entered for home consumption on arrival; or in bond in Australia on September 24, 1964, and are entered for home consumption on or before October 26, 1964.	369 (C) (4) (b)	Free

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
MICROSCOPES . . . . . . NOTE: Microscopes of the types used by secondary school pupils having a magnification of 300 or more and being of sturdy construction may be regarded as being within the scope of Tariff Item 317 (C). However, similar types with smaller degrees of magnification are not necessarily excluded from classification under this Item. Goods of a somewhat flimsy nature or of basically defective construction (e.g., poor optics) are still regarded as coming within the ambit of Item 310 (B) as toys.	317 (C)	Free

Parts orders

THE REVISED Australian Parts Order No. 1, published in the *Board of Trade Journal* of October 6, 1961 (page 753), is amended as follows:

Parts Order No. 56

1. The Order may be cited as Parts Order No. 56.
2. This Order shall take effect from June 1, 1964.
3. The First, Second and Third Columns of the Table to paragraph 5 of Parts Order No. 1 are further amended as follows:

First Column (Goods)	Second Column (Proportion)	Third Column (Parts)
By deleting:		
Valves for pneumatic tyres . .	..	Nuts and washers for use as original equipment, under security.
Valves for pneumatic tyres . .	..	Valve bodies.
By adding:		
Valves for pneumatic tyres . .	..	All.

Parts Order No. 57

1. The Order may be cited as Parts Order No. 57.
2. This Order shall take effect from September 17, 1964.
3. The First, Second and Third Columns of the Table to paragraph 5 of Parts Order No. 1 are further amended as follows:

First Column (Goods)	Second Column (Proportion)	Third Column (Parts)
By adding:		
Electronic apparatus, including nucleonic, of types which, if imported, would be admissible free of duty under the British Preferential Tariff or which, but for origin, would be so admissible	..	Electrical power supplies, otherwise classifiable under item 179 (D) (5), of types designed solely or principally for use with electronic apparatus (including nucleonic), of types which, if imported, are free of duty under the British Preferential Tariff or which, but for origin, are free of duty.

NEW ZEALAND

Import licensing schedule—pottery

NOTICE WAS GIVEN in the *Board of Trade Journal*, January 11, 1963, page 108, of an inquiry by the New Zealand Tariff and Development Board into the pottery market in New Zealand. Consequent upon certain recommendations made by the Tariff and Development Board the New Zealand Customs Department have issued a circular amending the import licensing position of pottery in the 1964/65 import licensing period with effect from January 1, 1965.

The circular has been copied to the British Pottery Manufacturers Federation, and a second copy is available for inspection at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469).

FRENCH POLYNESIA

Liberalization of imports

THE FRENCH *Journal Officiel* of September 1 announced the liberalization in French Polynesia of the following products when imported from and originating in countries of the former Organization for European Economic Co-operation, Canada and the United States of America:

Tariff No.	Description
Ex 87-09	Motorcycles, auto-cycles and cycles fitted with an auxiliary motor, with or without side-cars; side-cars of all kinds: A Motorcycles, auto-cycles and cycles fitted with an auxiliary motor of a cylinder capacity of: (a) More than 50 c.c.

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

MALAYSIA (THE STATES OF MALAYA)

Pioneer Industries Ordinance 1958

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya have announced that, subject to representations made in writing to the Minister of Commerce and Industry before October 31, it is proposed to declare the following industry and product to be a pioneer industry and pioneer product under the Pioneer Industries (Relief from Income Tax) Ordinance 1958.

Industry	Products
Manufacture of Explosives . .	Industrial Blasting Explosives.

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years depending on the amount of capital investment in Malaya.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

(Continued on next page)

MALAYSIA (SINGAPORE)

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed that the Singapore Government propose to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance 1959:

Industries	Products
(A) Iron and steel basic	(1) Pig iron. (2) Alloy steel all types.
(B) Utilization of feather	Processed feather and feather products.
(C) Non-ferrous metals	(1) Copper smelting. (2) Copper extraction and rolled products. (3) Copper alloys. (4) Zinc calots.
(D) Electrical equipment	Cathode ray tubes.
(E) Floor coverings manufacture	Carpets all kinds.
(F) Manufacture of oat meal and by-products	(1) Rolled oats for human consumption. (2) Unkilned rolled oats. (3) Oat offal.
(G) Glass manufacture	Glassware all types. Drawn tube glass.
(H) Food preparation	(1) Glucose all types. (2) Malt sugar all types.
(I) Ship breaking project	Recovered ferrous and non-ferrous scrap and equipment and gears.
(J) Chemical	Household powder cleanser.
(K) Toilet preparation	Hairdressing all types.
(L) Chemicals	Milled manganese dioxide.

This notice means that the Minister of Finance is satisfied that the products mentioned above should be made in Singapore. Firms to which Pioneer Certificates are granted will enjoy exemption from Singapore Income Tax for a period of five years. Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance on or before November 2, 1964.

THE BOARD OF TRADE have been informed by cable that the Singapore Government have declared the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance 1959.

Industry	Products
(A) Extraction of essential oils	Essential oils all types.
(B) Food preparation	Agar Agar all types.
(C) Manufacture of Latex articles	Dipped and casted.

A preliminary notice of the intention of the Singapore Government to designate (A and C) appeared in the *Board of Trade Journal* of September 27, 1963, page 715. A similar notice about (B) appeared in the *Board of Trade Journal* of September 6, 1963, page 352.

Further inquiries about the Pioneer Industries legislation may be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference 6197/4/G.

Import licensing regulations

THE BOARD OF TRADE have been informed by cable from Singapore that individual quotas in respect of television aerials (antennaes) for the 4th quarter commencing October 1, 1964, is reduced to 25 per cent of an importer's quota for the previous quarter. For example, if an importer's quota for the 3rd quarter ending September 30, 1964, was 100 aerials, his quota for the 4th quarter commencing October 1, 1964, is 25 aerials. Importers eligible for quotas may now submit applications so that import licences may be issued accordingly.

A previous notice on this subject was published in the *Board of Trade Journal* of January 24, 1964, page 182.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the* Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.

CEYLON

Restrictions on imports of industrial requirements

OWING TO THE seriously depleted foreign exchange reserves, the Ceylon Government has this year been obliged to limit imports to only essential goods. The restricted allocation of foreign exchange for imports during 1964 of equipment and materials for private sector industries in Ceylon has, however, recently been increased by a further Rs. 20 million. Permits within the value of this supplementary allocation are being issued very selectively to industries considered essential and those having an export potential.

It is believed that a number of industrialists in Ceylon have placed orders in Britain and elsewhere for equipment and materials in anticipation of the issue of import permits which, however, because of the pressing need to conserve foreign exchange, will not now be issued. British manufacturers and exporters who have accepted or received orders for equipment or materials required by private sector industries in Ceylon should immediately take steps to ascertain that their customers have valid import permits to enable them to clear the goods on arrival, and take any other measures they may consider appropriate to protect their interests. It is improbable that any further allocation of exchange will be made this year for imports of equipment and materials for private sector industry. Goods shipped to Ceylon and for which import permits have not been issued are liable to confiscation.

SOUTH VIETNAM

Import of fabrics made of synthetic yarns

IT HAS BEEN reported by HM Embassy in Saigon that the Vietnamese Ministry of National Economy has banned imports of fabrics made entirely of synthetic yarns and whose weight per square yard is 100 grammes or less. The ban, in effect until further notice, is aimed at protecting the prices of similar locally made fabrics.

Inquiries about this notice should be addressed to Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 470, 480 or 481).

A battery of presses for curing all types of rubber-covered and rubber-based valves at the valve rubbering plant at Cannock of A. Schrader and Son. The firm, which has its main factory and offices at Erdington, recently celebrated the Golden Jubilee of its coming to Britain from New York. Leading figures from all sections of the motor trade industry attended a reception at the London Hilton hotel and guests of honour included Sir Richard Powell, Permanent Secretary to the Board of Trade. The firm, which produces more than 40 million tyre valves a year, exports valves, pressure gauges and tyre service equipment to more than 80 countries.

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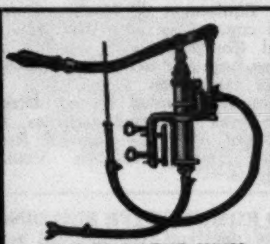

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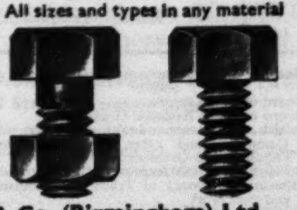

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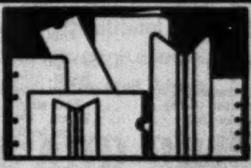

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Board of Trade Departments, etc.

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Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	25 Sept. 1964
Official Receivers' Offices	24 July 1964
United States Consular Offices in the UK	14 Aug. 1964

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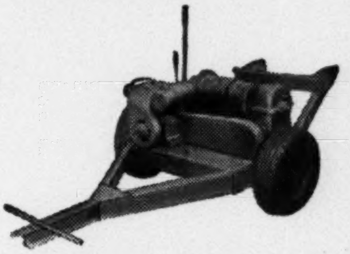

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Ontario

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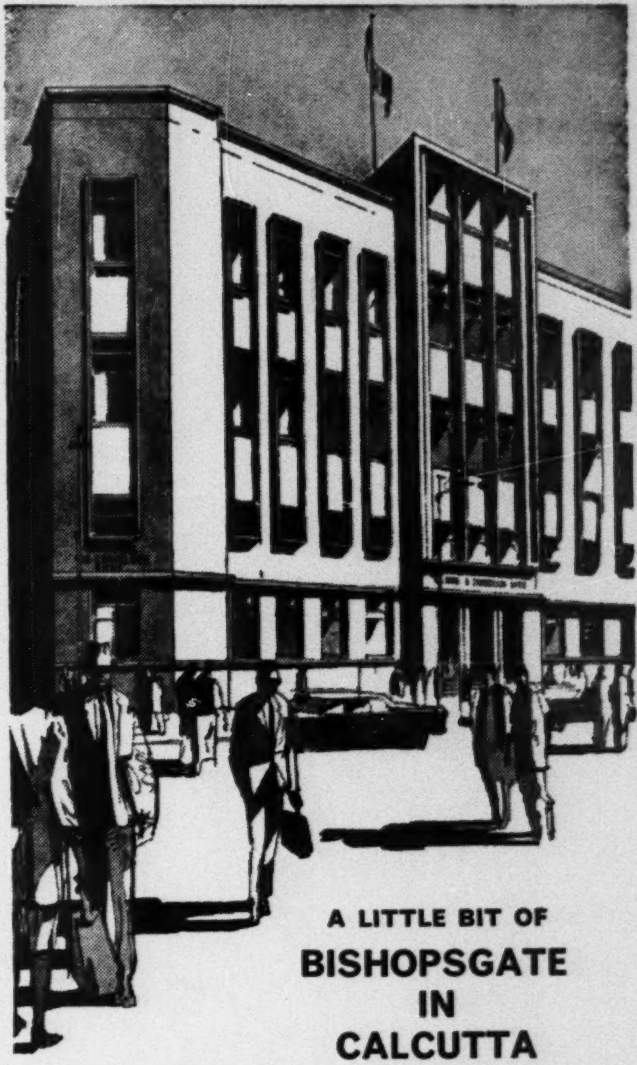
Trade and Industry Branch, Ontario House, Charles II Street, London, S.W.I

Name ....
Position ....
Company ....
Address ....
Product ....



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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Balance of payments (Q)	10 July 1964
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
By industry – provisional (Q)	11 Sept. 1964
– final (Q)	9 Oct. 1964
Distributive and service trades (A)	27 Dec. 1963
Expected capital expenditure (6-M)	This week
Cars and commercial vehicles (M)	2 Oct. 1964
Catering trades turnover (M)	This week
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Companies:	
Income and finance (Q)	17 July 1964
New companies registered (M)	25 Sept. 1964
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Film industry:	
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Cinema admissions and takings (M)	9 Oct. 1964
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Registration of films (A)	28 Feb. 1964
Trends in film-going (A)	25 Sept. 1964
Foreign trade:	
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Assets (A)	10 July 1964
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Board of Trade Departments, etc.

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Board of Trade Regional Organization	2 Oct. 1964
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	25 Sept. 1964
British Commercial Representatives Overseas	31 July 1964
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	25 Sept. 1964
Official Receivers' Offices	24 July 1964
United States Consular Offices in the UK	14 Aug. 1964

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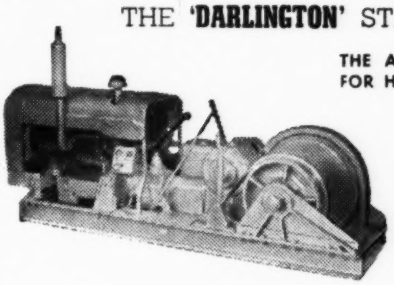

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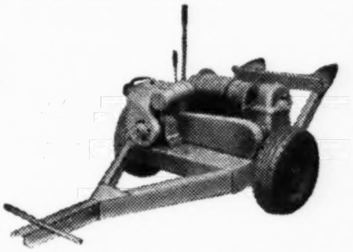

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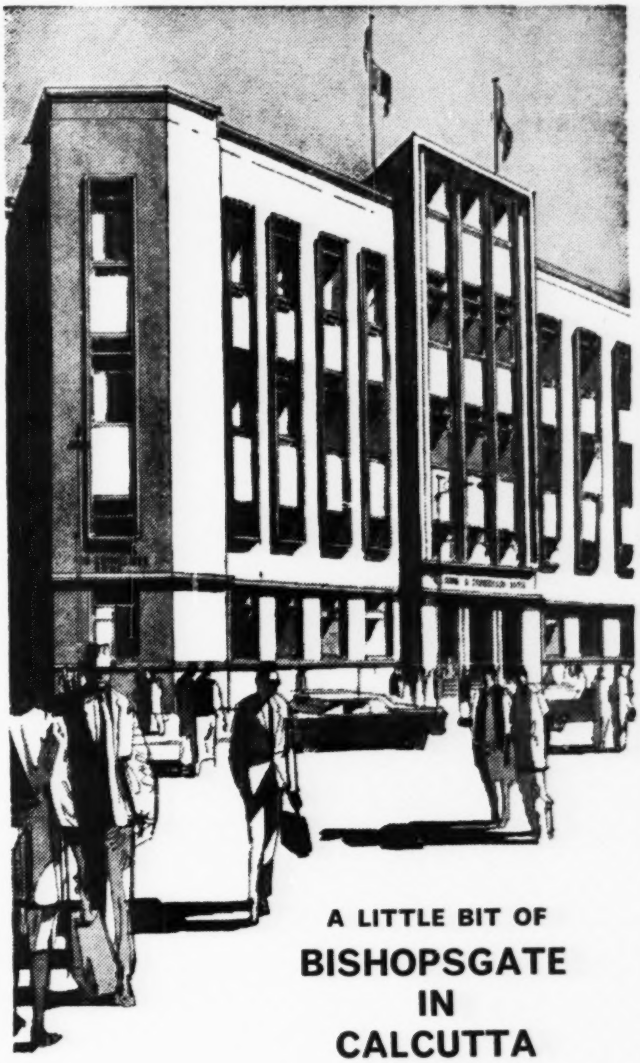

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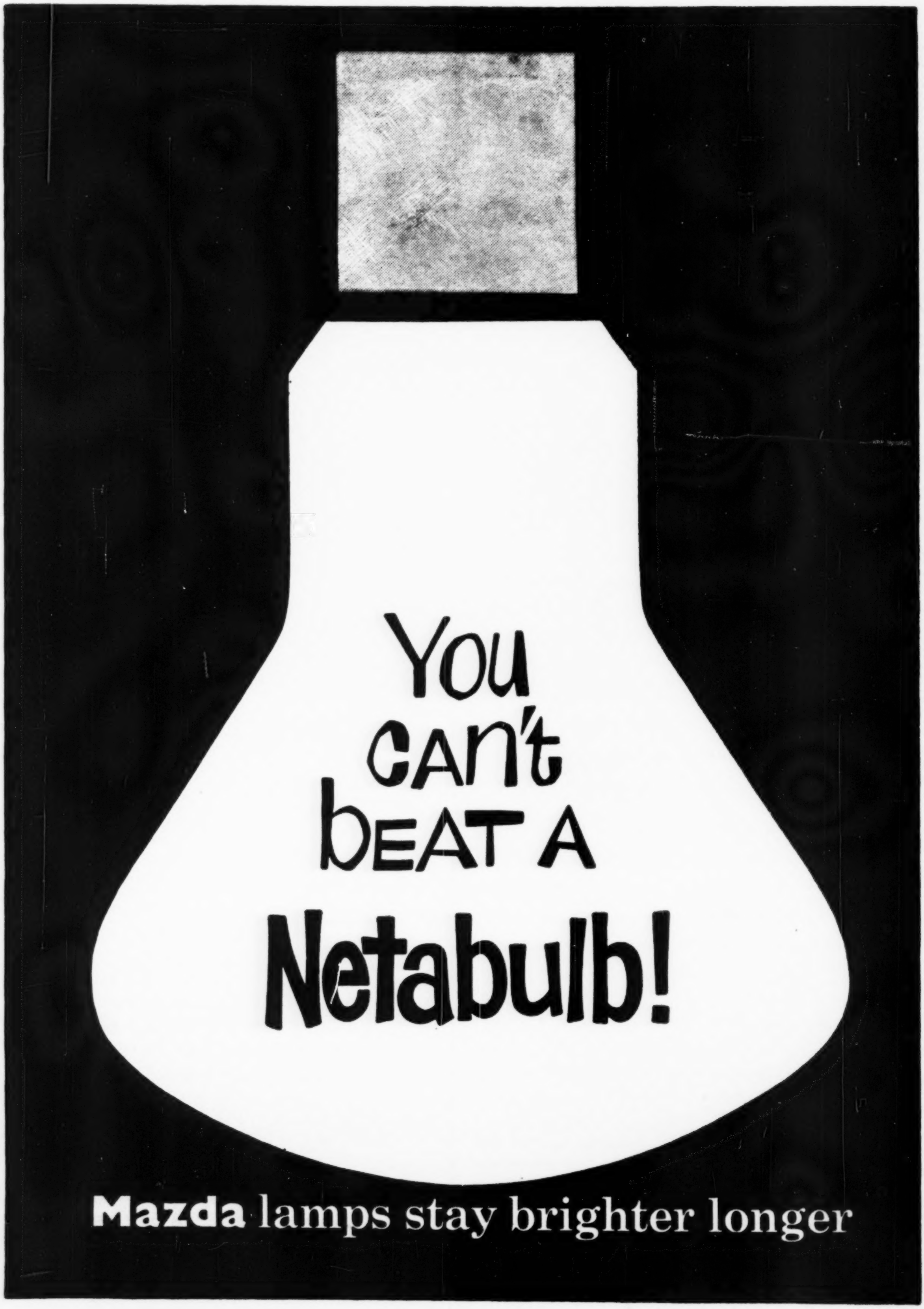
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